

# Ilias Miraoui

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## PROFESSIONAL EXPERIENCE

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### Asurion / Simplr - Capstone Project

Data Scientist and Project Manager

Berkeley, CA

August 2019 – May 2020

- Analyzed the data from Simplr's customer tickets and used natural language processing techniques to extract relevant insights from customer inquiries and improve experts' response quality and efficiency
- Leveraged unsupervised learning techniques and embeddings to auto-complete experts' sentences and improve response time
- Implemented agile management principles to coordinate a team of 7 students with the client and the school

### TD Securities

Debt Capital Markets Analyst

Sales & Trading Summer Analyst

New York, NY

July 2017 – April 2019

June 2016 – August 2016

- Advised investment grade corporate clients on accessing the global debt capital markets and managing their debt portfolios
- Coordinated with the numerous internal and external relevant entities for public and private debt offerings up to \$4 billion
- Developed algorithms to automate processes and reduce costs, saving over \$10,000 per year for each of the nine analysts and sparing them ~2 hours per day
- Rotated on the Commodities, Credit Derivatives and Credit Sales desks

### On Campus Food Delivery Website

Founder

Reims, France

December 2013 – June 2015

- Built an e-commerce website based on the Prestashop framework sending automatic text alerts to suppliers after each order
- Partnered with five restaurants and sold their products on the website, receiving a commission based on the sales
- Oversaw a team of five people, which included coordinating the financials of the project
- Developed a business relationship with a local pizzeria, which resulted in receiving a contract to build their online catalog

## PROJECT EXPERIENCE

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### Concert Tickets Analysis

Berkeley, CA

- Gathered data from four different sources on a daily basis using APIs, Web Scraping, Cron-Tabs and a GCP virtual machine
- Aggregated, cleaned the data and engineered features using techniques such as MCA
- Developed a LightGBM boosting model that predicts with ~85% precision whether a concert will sell out
- Created a dashboard using Dash to visualize and summarize results as well as to optimize portfolio management

### NBA Betting Market Analysis

Berkeley, CA

- Scraped, aggregated, and feature-engineered data related to the past 20 NBA seasons from various websites using Selenium
- Built a Siamese LSTM Neural Network on TensorFlow and achieved ~70% accuracy in predicting the outcome of NBA games

## EDUCATION

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### University of California at Berkeley, GPA: 3.95

Master of Engineering Program, *Industrial Engineering and Operations Research*

Berkeley, CA

August 2019 – May 2020

### Columbia University, School of General Studies, GPA: 4.07

Bachelor of Arts, *Financial Economics, Business Management*

New York, NY

August 2015- May 2017

Honors: Summa Cum Laude, Phi Beta Kappa, GS Honors Society, William Strong Scholarship, Pi Sigma Alpha

### Sciences Po Paris, Euro-American Program, GPA: 3.82

Bachelor of Arts, *Economics*

Reims, France

August 2013- May 2015

Honors: Cum Laude

## CERTIFICATIONS

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FINRA Series 7, 63 and 79

Bloomberg Market Certificate

Microsoft Office Specialist – Excel 2013 Expert

ColumbiaX MicroMasters in Business Analytics

“Machine Learning” and “Deep Learning Specialization” (Coursera)

## SKILLS

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Python	R	SQL	VBA	Machine Learning
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## LANGUAGES

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**French:** Native

**Moroccan:** Fluent

**German:** Advanced

## INTERESTS

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I am passionate about value investing, life hacks, political theory debates, soccer (or football) and sports more generally