

JIANG (JOANNE) XIAO

jiang.xiao@duke.edu • (512) 201-5442 • Durham, NC

EDUCATION

DUKE UNIVERSITY, Pratt School of Engineering

Master of Engineering Management

GPA: 3.9/4.0

Expected Dec. 2021

President at Creative Communications Club; Executive Board Member at Product Management Club

Duke MEM Executive Challenge – 1st Place

Teaching Assistant of Competitive Strategies

THE UNIVERSITY OF TEXAS AT AUSTIN, Cockrell School of Engineering

Aug. 2016

Bachelor of Science in Architectural Engineering

Awards: Friends of Alec Scholarship, University Honors

Core leader of UT Austin InterVarsity International Student Ministry (200+ members from 7 countries)

EXPERIENCE

ZYLTER

Los Angeles, CA

Boutique technology consulting firm; Project: monetization strategy for a tech company in VR/XR

08/20 – 11/20

Student Consultant

- Developed go-to-market strategies by 5 experts' interviews, market research, and personas & value exchanges analysis, uncovering 5 industries for client for future exploration
- Created product roadmap by potential market share prediction, finance forecast, and customer segments analysis, establishing 5-year monetization plan for client

SAP

Durham, NC

Listed enterprise software company

09/20 – 11/20

Product Management Student Consultant

- Built and launched MVP of virtual game to help SAP C-suite customers discover new ERP capabilities by gamification principles adoption, user pain-point analysis and user journey mapping design, increasing efficiency of new ERP's sales process by 50%

GHAFARI ASSOCIATES

Dearborn, MI

Listed architecture and engineering consulting company

05/16 – 08/20

Mechanical Engineer

- Optimized design process as a cross-functional leader in 600k ft² automotive plant renovation by design sequence prioritization, expediting design cycle by 50% and saving \$500k+
- Created and executed construction process map for a Fortune 50 automotive company in a 3m ft² plant renovation project, shorting shut-down time to hours by over 80%
- Redesigned and adopted cutting-edge energy efficient systems as lead designer for a real estate client, increasing space utilization rate by 50% and energy efficiency by 30%
- Enhanced inter-department operations through cloud service adoption and modeling function automation by code development and employee training, improving designing efficiency by 30%
- Orchestrated effective construction management by accurate supply demand forecast, negotiation with suppliers and contractors, accelerating project completion by 40% and saving \$2M+

TOM GREEN & COMPANY ENGINEERS

Austin, TX

Listed mechanical, electrical & plumbing engineering consulting company

06/15 – 12/15

Co-op Mechanical Engineer

- Planned mechanical systems for a research lab by building structure analysis, energy usage calculation and trade-offs evaluation, improving energy efficiency by 35%
- Facilitated project proposal development to define project scope & requirement, design budget and project schedules, leading to 100% successful project bid

ADDITIONAL INFORMATION

Technical Skills:	Python (Pandas, NumPy, SciPy, Matplotlib, Seaborn, Scikit Learn), SQL, Tableau, Java, Fortran 95, MATLAB Photoshop, SketchUp, Microsoft Excel, Word, PowerPoint, Visio, Mural, Jira, Trello
Multilingual:	English (Fluent), Mandarin Chinese (Native), Cantonese Chinese (Native)
Credentials:	US Green Building Council - LEED Accredited Professional, Building Design + Construction (LEED AP, BD+C)
Volunteer:	Led a team raise \$12k+ and deliver 7845 PPEs to hospitals, mitigating PPE shortages during COVID-19 outbreak
Hobbies:	Visual design with minimum effort; Christopher Nolan movies; singing, dancing (Jazz, K-pop)