

Qiqi Lin

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RELEVANT EXPERIENCE

- **Associate Functional Consultant, Callidus Software Inc., Dublin, CA** **07/2015-Present**
 - Professional with CallidusCloud Softwares, especially Commission and CLM
 - Analyzed and calculated commission & bonus payments for global customers, responsible for defining customers' inquiries, designing compensation models and testing calculation results. Professional with Callidus Commission Software, Contract Lifecycle Management Software & Work Flow Software.
 - Used JAVA and Excel VBA to document big database and attached files.
 - Built UI reports based on different customer requirements using HTML, CSS & JavaScript.
- **Associate Consultant, Webster Pacific LLC, San Francisco, CA** **06/2014-05/2015**
 - Assisted clients with market assessment and new market selection. Analyzed neighborhood/block group demographic data, calculated density, supply & demand, average income etc. using Excel VBA.
 - Optimized communication of results through SQL database by means of exporting, integrating and categorizing student information from an outdated database. Built UI interface using JavaScript, CSS & HTML.
- **Simulated Investment Fund and Technology Blindside Strategy** **09/2013-05/2014**
 - Achieved 150% average annual return by using Google trend data to forecast the future price of specific ETFs and created investment strategy based upon it.
 - Built a user-oriented program using R&JAVA to help customers make wise investment decisions.
- **Managerial Trainee, Industrial and Commercial Bank of China** **07/2012-08/2012**
 - Forecasted stock trend by doing auto-regression using R/SAS and analyzed financial statement data.
 - Developed on-going investment projects. Built business relationships with potential clients.

EDUCATION

- University of California, Berkeley** **May 2014**
 - Master of Engineering, Industrial Engineering and Operations Research (GPA: 3.64)
 - Main Coursework:** Risk Management & Finance, Data Analysis, Supply Chain Planning, Statistical Finance, Production Planning, Logistics Models, Simulation & Modeling
- Sun Yat-sen University (SYSU), Guangdong, China** **June 2013**
 - Bachelor of Science in Mathematics & Applied Mathematics (GPA: 3.8)
 - Honors:** 2010, 2011, 2012 SYSU Merit-based Scholarships
 - Main Coursework:** Linear Algebra, Probability, Calculus, Algorithm, Mathematical Software

LEADERSHIP

- **Leader of Sun Yat-sen University (SYSU) Orchestra Performance** **09/2009-06/2012**
 - Leader, organizer and performer of piano competitions and orchestra performances, technical assistance of piano performing for SYSU Orchestra

SKILLS & CERTIFICATE

- **Programming & Modeling:** JAVA, JavaScript, CSS, HTML, R, SQL, Excel VBA, Tableau, MatLab, Mathematica
- **Certificate & Test:** SOA Exam P and Exam FM; GRE Verbal 158(23rd Percentile), Quantitative 170(1st Percentile)
- **Language:** Fluent in English, Mandarin & Cantonese

ADDITIONAL HONORS & ACHIEVEMENTS

- Completed Berkeley & Monterey Half Marathon **11/2013,2014**
- Won the first prize of Piano Competition in Shantou Area (pop. 5.27 million) in Guangdong, China **10/2008**
- Escort Runner of 2008 Beijing Olympic Games **05/2008**