KAI STERN
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Cardiff by the Sea, CA   (760) 815-8622   kpstern@ucsd.edu

EDUCATION

Master of Science in Business Analytics, Rady School of Management   06/2025
University of California, San Diego, CA - 3.93 GPA
- Relevant Courses: Deep Learning and Generative AI, SQL and ETL, Collecting and Analyzing Large Data, Web Mining and Recommender Systems, Business Intelligence Systems, Business Analytics Consulting

Bachelor of Science, Cognitive Science Specializing in Machine Learning and Neural Computation   06/2024
University of California, San Diego, CA - 3.85 GPA - Provost Honors
- Relevant Courses: Neural Networks and Deep Learning, Supervised and Unsupervised Machine Learning Algorithms, Data Science in Practice, AI Algorithms, Business Project Management

EXPERIENCE

Business Analyst, Hewlett Packard Inc (HP), La Jolla, CA   03/2025 - 06/2025
Capstone project collaborating with HP's e-commerce division to assess market dynamics and inform pricing strategies
- Building a product similarity model using competitor data to support pricing strategy
- Analyzing pricing and feature trends to identify market leaders and followers
- Delivering strategic recommendations on pricing and product positioning

Program Support Specialist Intern, Principled Strategies, Solana Beach, CA   04/2023 - 08/2023
Life science analytics firm applying machine learning to reduce patient risk of addiction
- Ensured hundreds of doctors offices received critical information for limiting patient overdose risk
- Tracked 100% of customer interactions in Microsoft Dynamics CRM software for future team training
- Worked within PHI and HIPAA frameworks, ensuring confidentiality and risk management in healthcare

Lifeguard 1, City of San Diego, CA   06/2021 - 09/2021
- Operated effectively in 4 -12 person teams focused on emergency responses
- Facilitated over 100 preventative measures, rescues, and medical aid interventions
- Represented the City of San Diego, providing customer service to all beachgoers

PROJECTS

Predictive Modeling & Profit Analysis for Credit Card Marketing, Customer Analytics, UC San Diego   03/2025
- Built logistic regression and neural network models to predict customer response rates to credit card offers
- Ran simulated email marketing campaigns to test model suggested credit card combinations
- Recommended offer strategies by credit score group, resulting in a final potential profit of $887,000

U.S. Food Insecurity Tableau Dashboard, Business Intelligence Systems, UC San Diego   11/2024
- Developed interactive Tableau dashboards to provide granular insights into food insecurity trends in the US
- Implemented advanced data preparation and integration using Python and Tableau Prep Builder
- Provided actionable insights linking food insecurity to socioeconomic factors to guide intervention strategies

Price Prediction Model for Airbnb Listings, Supervised Machine Learning Algorithms, UC San Diego   06/2023
- Developed a data pipeline to preprocess datasets for machine learning
- Performed feature selection and hyperparameter tuning to achieve a statistically significant model
- Achieved statistically significant 3-5% improvements in Airbnb price prediction accuracy

SPECIALIZED SKILLS
- **Technical Skills:** Python, SQL, Java, R, Pandas, NumPy, PyTorch, Scikit-learn, Microsoft Dynamics CRM, LLMs, GitHub, Snowflake, Tableau, Microsoft Azure, Microsoft Excel
- **Professional Skills:** Public Speaking, Project Management, Leadership, Teamwork, Technical Writing

PROFESSIONAL AFFILIATIONS & LEADERSHIP
- Volunteer: Boys to Men Mentoring - Surf mentoring for program participants   09/2017 - 06/2019
- Volunteer: Rob Machado Foundation - Organized cleanups for local beaches   01/2016 - 06/2020