

# Ruijiao Jiao

571.443.9234 | ruijiaojiao@gmail.com | linkedin.com/in/ruijiao-jiao

## EDUCATION

<b>University of Wisconsin-Madison   Department of Economics</b> <i>Master of Science, Econometrics and Quantitative Economics</i> <i>Relevant Coursework:</i> Econometrics, Machine Learning, Big Data, Macroeconomics, Microeconomics	Madison, WI May 2022
<b>Utah State University   Jon M. Huntsman School of Business</b> <i>Bachelor of Science, Finance and Economics, dual major</i> <i>Honors:</i> one-year scholarship for outstanding academic performance; Dean's List, six semesters <i>Relevant Coursework:</i> Advanced Investment Analysis, Applied Econometrics, Professional Writing, Financial Economics	Logan, UT Dec 2019
<b>Beijing Institute of Technology</b> <i>China Cooperative Academic Programs</i>	Beijing, China Aug 2015 – July 2018

## PROFESSIONAL EXPERIENCE

<b>Ocean Mart, Inc.</b> <i>Manager Assistant</i>	Sandy, UT Dec 2023 – Now
<ul style="list-style-type: none"><li>Constructed a vendor quotation database and plotted price trend charts for different vendors' products. Established product evaluation criteria and conducted horizontal comparisons of products. Marked price fluctuation thresholds and set up alerts. Monitored product data based on historical cost data and sales quantities. Balanced demand and order quantities according to market demand to determine the optimal order quantity.</li><li>Utilized Python and Tableau to create maps of member addresses. Combined local housing price data with customer consumption habits to segment customers and build user profiles. Implemented differential pricing strategies to maximize revenue based on consumer price sensitivity.</li><li>Conducted thorough sales data analysis to control costs and formulate effective promotional strategies.</li><li>Designed and executed targeted marketing campaigns, including seasonal and holiday promotions, informed by market trend analysis and competitive landscape monitoring.</li><li>Ensured consistent and high-quality supply by managing supplier relationships, optimizing procurement processes, and addressing stock shortages and quality issues promptly.</li></ul>	
<b>Venetian Worldwide, LLC</b> <i>Account Manager of Product Development and Fulfillment</i>	Salt Lake City, UT Oct 2022 – Sep 2023
<ul style="list-style-type: none"><li>Developed and implemented office automation programs using Python and Excel to process and standardize customer orders and batch-produce invoices; the programs reduced the time cost by 2/3 and 50% respectively and met the challenge of a 59% surge in order volume</li><li>Collected and organized sales data from multiple websites. Applied ABC analysis using Matplotlib and Seaborn to generate data visualization reports. Identified and classified 500 products and conducted profit and loss analysis to provide data support for company's future sales decisions; estimate return on investment and optimize product pricing and sales strategies</li></ul>	
<b>Walt USA, LLC</b> <i>Assistant Accounting Intern</i>	Logan, UT March 2020 – Aug 2020
<ul style="list-style-type: none"><li>Utilized Excel to clean and wrangle 100,000 sales data entries, ensuring data accuracy and completeness. Carefully inspected and corrected errors within the data, significantly improving data quality and providing support for the company's subsequent analysis and decision-making processes.</li></ul>	

## RESEARCH & ACADEMIC EXPERIENCE

<b>University of Wisconsin-Madison</b> <i>"Modeling a Counterfactual Merger Between American and United Airlines Using the 2013 American Airlines-US Airways Merger to Predict Price Effects"</i>	Madison, WI Aug - Dec 2021
<ul style="list-style-type: none"><li>Applied multiple Machine Learning tools (Linear Model, Polynomials, Lasso, XGBoost, Random Forest, and Neural Networks) using R to investigate the average fares after a theoretical merge of two companies</li></ul>	
<i>"The NBA Players' Salaries and Technical Statistics"</i>	Aug - Dec 2021
<ul style="list-style-type: none"><li>Utilized various physical and technical data of players to create data visualization reports using Python (scatter plots, bar charts, maps, etc.), exploring the factors influencing player salaries.</li></ul>	
<i>"The effect of oil price shock on stock market -- empirical analysis based on VAR model"</i>	Aug - Dec 2021
<ul style="list-style-type: none"><li>Generated a VAR model to analyze monthly Global Oil Prices and S&amp;P 500 data from 2000-2022, which indicated that the increase of oil prices will dampen the stock market</li></ul>	

## SKILLS

- Computer/Programs: Python, Tableau, Excel, SQL Server, R, Stata, Power BI, and RapidMiner
- Skills: Data Analysis, Data Cleaning, Data Visualization, Office Automation Development