

# Ruijiao Jiao

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## EDUCATION

### University of Wisconsin-Madison | Department of Economics

*Master of Science, Econometrics and Quantitative Economics* | GPA: 3.45/4.0

Madison, WI  
May 2022

*Relevant Coursework:* Econometrics, Machine Learning, Big Data, Macroeconomics, Microeconomics

### Utah State University | Jon M. Huntsman School of Business

*Bachelor of Science, Finance and Economics, dual major* | GPA: 3.56/4.0; 3.81 in Economics

Logan, UT  
Dec 2019

*Honors:* one-year scholarship for outstanding academic performance; Dean's List, six semesters

*Relevant Coursework:* Advanced Investment Analysis, Applied Econometrics, Professional Writing, Financial Economics

### Beijing Institute of Technology

*China Cooperative Academic Programs*

Beijing, China  
Aug 2015 – July 2018

## RESEARCH & ACADEMIC EXPERIENCE

### University of Wisconsin-Madison

*"Modeling a Counterfactual Merger Between American and United Airlines Using the 2013 American Airlines-US Airways Merger to Predict Price Effects"*

Madison, WI  
Aug - Dec 2021

- 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

*"The NBA Players' Salaries and Technical Statistics"*

Aug - Dec 2021

- Constructed data visualization report on NBA player salaries using Python and discovered the highest salaries for point guards

*"The effect of oil price shock on stock market -- empirical analysis based on VAR model"*

Aug - Dec 2021

- Generated a VAR model to analyze monthly Global Oil Prices and S&P 500 data from 2000-2022, which indicated that the increase of oil prices will dampen the stock market

### Utah State University

*"DA Davidson Project – Managed Portfolio"*

Logan, UT  
Aug – Dec 2019

- Managed a \$50,000 blended portfolio and set target allocations and benchmarks
- Created reporting system to compare portfolio segments and comparative risk using Excel Macros and Bloomberg and saw a return of 6.4% in the first month, which was the leading return in the business program

## PROFESSIONAL EXPERIENCE

### Ocean Mart, Inc.

*Manager Assistant*

Sandy, UT  
Dec 2023 – Now

- Developed a quotation database and monitored price trends. Leveraged data on product quality and historical sales to optimize order quantities, aligning with dynamic market demands.
- Utilized customer data to create detailed membership maps and segment customers based on purchasing behavior. Implemented differential pricing strategies to maximize revenue based on consumer price sensitivity.
- Conducted thorough sales data analysis to control costs and formulate effective promotional strategies.
- Designed and executed targeted marketing campaigns, including seasonal and holiday promotions, informed by market trend analysis and competitive landscape monitoring.
- Ensured consistent and high-quality supply by managing supplier relationships, optimizing procurement processes, and addressing stock shortages and quality issues promptly.
- Oversaw daily supermarket operations, including customer service, order fulfillment, inventory control, staff management, safety and hygiene protocols, compliance, and emergency response planning.

### Venetian Worldwide, LLC

*Account Manager of Product Development and Fulfillment*

Salt Lake City, UT  
Oct 2022 – Sep 2023

- Developed and implemented two 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
- Conducted profit and loss analysis for 500 products on multiple websites (Bluestem, The Home Depot, Lowe's, Macy's, QVC Drop Ship, and ShopHQ) to provide data support for the company's future sales decisions; utilized the ABC analysis method to create data visualization reports, estimate return on investment and optimize product pricing and sales strategies
- Maintained a strong customer relationship management by actively meeting customer needs, adjusting work hours during critical times, holding regular conference calls with multinational clients and assisting with return procedures
- Assisted with product promotion by creating slides for new products and participating & arranging booths at trade shows

### Walt USA, LLC

*Assistant Accounting Intern*

Logan, UT  
March 2020 – Aug 2020

- Cleaned and wrangled 100,000 rows of sales data using Excel
- Led a group of 15 staff with inventory tracking to verify accuracy to create data
- Assisted with warehouse management to ensure raw material counts were accurate and coordinated online order requests

### China Minsheng Bank

*Assistant Financial Manager Intern*

Beijing, China  
July 2016 – Aug 2016

- Assisted customer service team compiling customer credit and business information, increased number of loans processed
- Processed mortgage loans for clients up to \$280,000
- Communicated with Financial Manager in weekly meetings to provide updates on loan numbers

## SKILLS

- Computer/Programs: Python, Excel, R, Stata, SQL Server, Power BI, and RapidMiner
- Skills: Data Cleaning, Office Automation Development, Data Visualization, Customer Relationship Management
- Bloomberg Market Concepts certification