
YIHAI GU

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EDUCATION

University of Washington, Seattle

- **Master of Science in Information System (MSIS), Michael G. Foster School of Business** GPA: **3.83** 06/2019
 - **Bachelor of Arts in Economics** GPA: **3.64** 12/2016
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TECHNICAL SKILLS

Programming Languages: Python (NumPy, Pandas, matplotlib, Scikit-learn), R, Java

Databases and Query Languages: MySQL, Oracle Database; SQL, some NoSQL

Data Analysis Tools: Tableau, Excel, Excel SolverTable, RStudio, EViews, Eclipse, Anaconda, PyCharm

EXPERIENCE

Project Analyst

02/2018 – 06/2018

Citic Trust Co., Ltd.

Shanghai

- Initiated and designed trust fund proposals for real estate fund raising and government investments in infrastructures
- Performed data analysis and visualization using Python and Excel to make data-driven decisions
- Launched the Greentown Group Wuhan Project, leading to a **\$115 million** revenue, **\$1.15 million** gross income
- Collaborated with cross-functional teams, Solution IT and Risk Management, to monitor project development progress

Strategy Consulting Research Assistant

06/2017 – 12/2017

Accenture PLC

Beijing

- Completed three projects: impacts of AI on HR; business strategies to enter China market; proposals to virtualize university
- Analyzed relevant government policy, market potential, industry chain, competitors, and historical commercial data
- Proposed plans for targeting markets, revenue expansion, cost reduction, and product development for clients

Channel Sales Representative

06/2016 – 09/2016

HFT Investment Management Co., Ltd

Shanghai

- Created and maintained weekly dashboards tracking economics trends and visualized performance of 35 ongoing funds
- Led sales team on selecting metrics to define customer needs and promoted HFT products to clients based on qualitative/quantitative analysis, which consequently increased team's monthly sales revenue approximately **\$300,000**

Finance Intern

06/2015 – 09/2015

Cummins Co., Ltd.

Shanghai

- Extracted raw data using Oracle Database and made Multiple Regression Analysis using Excel SolverTable, which helped the Cost/Benefit Analysis team implement Lean manufacturing through sensitivity tests
- Formatted and summarized thousands of purchases and sales receipts in pivot tables to ensure accurate tax payment

Volunteer

06/2010 – 09/2010

EXPO

Shanghai

- Introduced the theme and design of Singapore Pavilion to tourists in both English and Mandarin
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RELEVANT PROJECTS

Amazon's Business Model, MSIS Course: IT Strategy (Harvard Business Reviews)

- Conducted market research and leveraged Python Pandas and matplotlib libraries to visualize AWS cloud usage data
- Led my team to write a business proposal about competing with Microsoft Azure in different target markets

Cryptocurrency News Editor for an Amazon Alexa App

- Developed and designed the website, responsible for updating the news through weekly summary

Portfolio Analysis, Computational Finance (RStudio)

- Optimized investment strategies by creating analytical reports in R with 6 mutual funds statistical analysis reports
- Created 8 diverse data-based portfolio plans, such as global minimum variance, efficiency and tangency portfolio

Statistics Analysis, Econometrics (EViews)

- Conducted Multiple Regression Analysis on how different variables may affect seasonal golf rates using EViews