

JIALU (LYDIA) JIN

lydiajin96@gmail.com | (646) 623-6240 | <https://www.linkedin.com/in/jin-lydia/> | H1B Holder

EDUCATION

UCLA, ANDERSON SCHOOL OF MANAGEMENT, Los Angeles, CA

Expected Dec 2023

Master of Science in Business Analytics (MSBA)

Relevant Coursework: Competitive Analytics, Forecasting and Time Series, Data Management, Prescriptive Models, SQL & Basic Data Management, Machine Learning for Decision Making (Python), Optimization (Python), Business Fundamentals for Analytics

CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS, Pittsburgh, PA

May 2018

Bachelor of Science in Business Administration with University Honors

Double Minor: Psychology, Media Design

GPA: 3.6/4.00 (Dean's List from Fall 2015 – Fall 2016)

PROFESSIONAL EXPERIENCE

CAPTIVATEIQ

New York, NY

Associate Solutions Engineer

Jun 2021 – Oct 2021

- Diagnosed and identified broken processes of client companies and pitched the unique advantages of CaptivateIQ's sales commission software solutions to prospects
- Navigated 20 prospective companies' complex commission structures and data warehouses and presented individualized demos to address unique customer needs, resulting in the sales of service valued at over **\$100K** in annual recurring revenue
- Initiated user research and designed new features for the platform and collaborated with the R&D team in planning and implementing innovations including implementing the enhanced monthly visualization dashboard feature

DELOITTE

New York, NY

Senior Consultant, Data Analytics

Jul 2018 – Jun 2021

Services-Led Transformation Project

- Facilitated service led transformation for a multinational technology company through assessing the current state and designing the future state process by conducting competitor/industry analysis, documenting the current state process, conducting gap analysis, identifying user pain points, and creating opportunities heatmap to recommend strategic initiatives. The client's group revenue increased by 23% and net income rose 65% to an all-time high as a result
- Leveraged Alteryx to build a new model for the client's finance and accounting framework, automating the cost accounting process

Agile Transformation

- Enhanced a multinational bank's data issue management program by redesigning and implementing a new operating model, resulting in an 18% improvement in data resolution efficiency
- Introduced and assisted in the implementation of Agile methodologies through developing comprehensive client program-specific training materials and delivered 20 live training sessions for over 300 client stakeholders

Performance Analytics and Dashboarding

- Spearheaded the design of reporting metrics and data visualization dashboards to measure and track clients' data quality program performance
- Analyzed and derived key messages from monthly data refresh and provided actionable audience specific recommendations to over 15 cross functional stakeholders which resulted in firm wide impact

CITIC SECURITIES COMPANY LTD.

Beijing, China

Asset Management Intern

Jun 2015 – Aug 2015

- Performed quantitative analysis on outstanding fixed positions to model interest payments and cash flows
- Conducted time-series analysis based on clients' historical financial statements to optimize a portfolio allocation
- Analyzed customer behavior by employing quantitative research methods aiming to enhance the investment accuracy
- Monitored, managed, and improved the company's products through tracking and visualizing product performance metrics

TECHNICAL SKILLS AND LANGUAGES

- **Technical Skills:** Python, R, SQL, JavaScript, Alteryx, Jira, Microsoft Office
- **Languages:** English, Mandarin

ACTIVITIES

Carnegie Mellon University Tartan Circle Leader

Sep 2020 -Present

- Led a group of 6 alumni and facilitated weekly meetups to discuss career path related topics. Provided alumni with networking opportunities that led to new job offers

Kaggle Competition – American Express Default Prediction

Aug 2022

- Led a scrum team of 5 in developing a predictive model in Python to perform data cleaning, exploratory data analysis, and forecast modelling using Sklearn, Pandas, and LightGBM