

# Sunia (Linshan) Cai

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## EDUCATION

### UCLA ANDERSON SCHOOL OF MANAGEMENT

*Master of Science in Business Analytics (MSBA)*

**Los Angeles, CA**

Expected: 12/2023

- UCLA Anderson Merit Fellowship

### THE OHIO STATE UNIVERSITY

*Bachelor of Science in Financial Mathematics*

**Columbus, OH**

09/2016 – 05/2019

- International Leadership Scholarship; International Student Scholarship

**Software:** Excel, PowerPoint, Tableau, Power BI

**Language:** Python, SQL, Java, R Studio

## PROFESSIONAL EXPERIENCE

### ALLSTATE

**New York, NY**

#### *Financial Consultant*

01/2020 – 07/2022

- Increased Florida Condo product new business growth by 30% compared to pre-covid; improved business quality and mitigated over \$2M+ claims payout cost in high-risk coastal zipcodes
- Led 2022 financial forecasting process for all countrywide Commercial Property product lines by partnering across various teams
- Oversaw countrywide Condo and Renters insurance product profitability, consulted with the Product, Marketing, and Sales to adjust strategies to increase profit
- Created commercial property section materials for over 3 company's quarterly earnings calls and monthly results meetings
- Developed and visualized countrywide growth opportunity Tableau tool by evaluating zip code level competitiveness, market opportunity, and sales agent geographic information for 10 sales and finance leaders to expand the current footprint

### NATIONWIDE FINANCIAL

**Columbus, OH**

#### *Actuarial Product Development Analyst*

08/2019 – 12/2019

- Engaged in 3 new annuity products' pricing and filing process; analyzed new annuity products' profit trends and potential risks, composed product memorandums, and presented to product and finance executives
- Automated premium monitoring process in Tableau to research high-profile policyholder behavior, improved marketing strategies for the sales team

#### *Actuarial Product Development Intern*

06/2018 – 04/2019

- Owned the first transformative Tableau project in the Actuarial Department; developed Source of Profitability Tableau tool using discounted cash flow to evaluate products, increasing 10% current time performance

## LEADERSHIP EXPERIENCE

### Allstate Finance Inclusive Diversity and Equity Council

**New York, NY**

*Communication Team Lead, Allstate*

01/2021 – 07/2022

- Co-led the council within Allstate Finance Department to host educational panels and engagement series to promote ID&E

### Allstate Foundation Organization

**New York, NY**

*Project Lead, Allstate*

07/2021 – 07/2022

- Led colleagues to develop an investment strategy for Lost Boyz Inc. to achieve financial goals and advance racial equity; develop a donor management system for Promise Place to better allocate resources for domestic violence victims

### Math to Industry Seminar

**Columbus, OH**

*President and founder, The Ohio State University*

09/2017 – 05/2019

- Founded the seminar and managed biweekly seminars for over 150 members, built liaisons with alumni, and piloted 2 annual Math to Industry Case Competitions sponsored by Deloitte Consulting

## PROJECTS & COMPETITIONS

### Humana National Case Competition

03/2019 – 04/2019

- 3<sup>rd</sup> place awarded among 35 university teams across the US, delivered a 10-year plan for Humana to cope with the Opioid Crisis by studying Opioid prescription claim patterns and quantifying future financial statement impacts

### 5<sup>th</sup> Hack OHI/O annual Hackathon

10/2017

- Led 4 teammates to build an iOS social media app, SEED, within 24 hours, assisting startups in finding and matching up with funding
- 1<sup>st</sup> place was honored, delivered the pitch presentation at the award ceremony, and was interviewed by the Columbus Dispatch news