

# Calin Banciu

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## EDUCATION

### UCLA ANDERSON SCHOOL OF MANAGEMENT

Los Angeles, CA

#### *Master of Science in Business Analytics (MSBA) / F-1 STEM OPT*

Expected Dec 2023

- Business Fundamentals, Machine Learning for Decision Making, Optimization, Customer Analytics, Competitive Analytics, Operations Analytics, Marketing Analytics, Predictive Modelling

### UNIVERSITÀ BOCCONI

Milan, Italy

#### *Bachelor of Science in International Economics and Management – GPA: 3.9/4.0*

Jun 2021

- Micro and Macroeconomics, Corporate Finance, Statistics, Management, Applications for Management, Business Strategy
- Honors in Computer Science, Microeconomics, and Technology and Innovation Management
- Recipient of the Bocconi International Award Merit Scholarship

## TECHNICAL SKILLS

**Languages:** Python, SQL, R, STATA, C++

**Tools:** Power BI, GitHub, Microsoft Office Suite (ECDL Full Standard Certification)

## PROFESSIONAL EXPERIENCE

### DONA (Pharmaceutical Industry)

Bucharest, Romania

#### *Junior Project Manager*

Feb 2022 – Aug 2022

- Co-supervised a team tasked with developing an online platform for one of the biggest pharmacy chains in Romania
- Managed the introduction of a portfolio of entirely new brands and created revenue forecasts based on market analysis
- Designed and built an entirely new pricing system for the online platform based on internal cost structure, differentiated targeted profit margins, and competitors' prices
- Developed an innovative email automation system based on usage data of the drugs, previous purchases from clients and pharmacists' recommendations of complementary products

### COFACE

Bucharest, Romania

#### *Risk Analyst Intern, Credit Insurance Department*

Jun 2019 – Jul 2019

- Applied various key credit risk assessment techniques to assign credit ratings to several targeted companies based on their financial statements allowing my department to decide whether to protect the lenders and at what cost

### MACRO EVOLUTION REAL ESTATE

Bucharest, Romania

#### *Administrator*

Sep 2018 - Present

- Handled most business operations of a commercial real estate firm, which included finding potential targets for the expansion of the portfolio, and negotiating contracts with banks, sellers, and potential tenants
- Amassed seven new properties over the course of four years, increasing annual turnover by almost 200%
- Gained invaluable exposure to the complexities of running a business

### PRICEWATERHOUSECOOPERS (PwC)

Bucharest, Romania

#### *Strategy Intern, Business Recovery Services Department*

Jul 2017 – Aug 2017

- Aided in developing a strategic restructuring plan for a company facing financial and operational challenges that preserved the most value for all stakeholders, considering their organizational and debt structure
- Researched the competitive environment of a retail goods client based on a market analysis and their financial statements and presented a market re-positioning strategy, which was eventually productionized

## DATA ANALYTICS PROJECTS

### *“Factors affecting the acceptance of homosexuals”*

Dec 2020

- Performed a multivariate regression analysis on the European Social Survey to measure the degree to which certain variables, such as demographic factors, and latent personality variables created using Principal Component Analysis, influence one's acceptance of the LGBTQ community

### *“A multidimensional comparative analysis of the ICEV and EV markets and their respective regulations in the EU”*

Jun 2021

- Automotive Emissions Analysis: Modelled and showcased using data visualization, a comparison of life-time CO2 emissions of an internal combustion engine vehicle and a battery electric vehicle within my thesis

## ADDITIONAL

- GMAT Score: 780/800 – 51/51 quantitative
- Led the Romanian National Robotics FTC Team of over 20 students to winning several 1st places at regional competitions in South Korea, Russia, Germany, etc. and three 3rd places at the World Championships among over 7000 teams each year
- Volunteered at the Chengdu Research Base of Giant Panda Breeding in August 2019