

NUOBEI ZHANG

Cambridge, MA

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EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY, SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for Master of Business Analytics, Operations Research Center, August 2024

2023 - Present

- Coursework: Optimization, Machine Learning Under Optimization Lense, Marketing and Product Analytics
- Machine Learning Project: Utilized prescription and policy tree with XGBoost and Random Forest to devise dynamic insurance pricing strategies, achieving up to 110.2% surge in sales revenue over baseline and greedy algorithm (Python)
- Optimization Project: Achieved >35% revenue increase for retailer by optimizing price and volume in dynamic market (Julia)
- Analytic Edge: Predicted Microsoft Malware infection on 300k data, identified the top 3 important features with decision tree
- Club: Student Veteran Club, Tech Club, Product Management Club, AI/ML Club

UNIVERSITY OF MICHIGAN, ANN ARBOR

Ann Arbor, MI

Bachelor of Science in Data Science, GPA 3.9/4.0, James B. Angell Scholar 2023

2021 - 2023

- Coursework: Bayesian Data Analysis, Computer Vision, Web Systems, Data Structures, Databases, Discrete Math
- Research, Statistic Dept: Collaborated with cardiology doctors and Statistic Department Professors, built a mixed effect model to analyze impact of new heart allocation policy on recipient's mortality rate (R)
- Research, Transport Dept: Evaluated impact of self-driving cars on passenger motion sickness with Random Forest (Python)
- Leadership: Peer Advisor for Student Veterans (2021-2023), guided 33 student veterans transition from military to college

TECHNICAL SKILLS

- Python, R, SQL, C++, Tableau, Google Cloud Platform, Julia, Flask, Git, HTML, Streamlit, Snowflake

EXPERIENCE

MIT SLOAN | DISNEY

Orlando, FL

Capstone

2024 - Present

- Utilized US libraries' book sales data to extract market insights, aiding publishers and editors in decision-making across publishing stages including licensing and acquisitions (Python)
- Employed various clustering algorithms to identify patterns in book performance at both publisher and genre levels
- Developed forecasting models to predict book demand before publishing and optimize in-house and licensing portfolios

MIT SLOAN | CMA-CGM

Cambridge, MA

Analytic Lab Team Member

Fall 2023

- Categorized 45k+ emails, utilized LLM (GPT 3.5) and prompt engineering to create an AI Email Assistant tool, allowed 400+ customer agents to save 38% of the time typing email replies, resulted in \$2.2M/year in productivity gains (Python)
- Developed and designed a dynamic product interface prototype, to showcase the capabilities of an AI tool and effectively demonstrating the practical utility of the underlying model to agents (Streamlit)

CAPITAL ONE

Plano, TX

Business Analytic Intern

Summer 2023

- Evaluated company's economic standing in auto loans, specifically loan performance and profitability in lending loans out of standard policy (exceptions) with expected to actual analysis (Snowflake, SQL, Python)
- Developed short, intermediate and long-term strategy for reframing exceptions, identified areas where business could expand with controlled risk by highlighting loans with lower than expected loss and higher than expected NPV
- Presented findings and recommendations to Vice President and Senior Vice President of Sale and Originations Department

SHOPTELLIGENCE

Ann Arbor, MI

Data Science Intern at a Start Up Software Company

Summer 2022

- Built an end-to-end lead-scoring model in Google Auto ML, enabled 22 retail clients to market targeted customers (Python)
- Implemented a scalable furniture feature classification model pipeline on GCP using over 300k images (Apache Airflow)
- Performed cross team presentation to Marketing, Sales team, and presented to company CEO

UNITED STATES ARMY

Fort Lewis, WA

Chemical Biological Radiological Nuclear Specialist

2017 - 2020

- Supervised and taught 20 chemical specialists to efficiently decontaminate 100+ vehicles and 200+ troops under 8 hours
- Recognized and awarded as most detail-oriented sample team member, completed more than 10 missions with zero mistakes
- Led 3-person team in 5 field exercises, communicated with other teams to ensure mutual understanding of mission objectives

ADDITIONAL INFORMATION

- Languages: Chinese (Native), Spanish (Basic)
- Awards: Army Achievement Medals and Good Conduct Medal (Army, 2019), James B. Angell Scholar (Michigan, 2023)
- Interests: Weightlifting and hiking. Personal goal is to visit all the National Parks