

# YING YING ZHOU DONG

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## EDUCATION

- 2021 - 2022**                      **University College London | MSc Knowledge, Information and Data Science**                      **London, UK**  
➤ **Relevant modules:** Research Software Engineering, Databases (Graph), Statistical Methods, Logic & Knowledge Representation
- 2018 - 2021**                      **University College London | BSc Management Science (First Class)**                      **London, UK**  
➤ **Relevant modules:** Data Analytics, Mathematics, Economics, Software Engineering, Applied Programming to Data Science  
➤ **Relevant Projects (selected as Team Leader in every project):**  
▪ Assessed the impact of Advanced Robotics on Honda; Blockchain on Santander (350+ identified competitors) (grade: 78%).  
▪ Analysed Rossman stores' datasets containing 10,000+ observations (visualized 20+ insightful plots through Tableau, R). Identified five predictive models and ML algorithms (i.e., XGBoost, Random Forest) and forecasted sales' demand (grade: 85%).  
▪ Designed a web application depicting London boroughs' fire cases statistics from 2009-2019 using Python, Flask, HTML, Jinja2, databases. Completed a set of software engineering deliverables (requirements gathering, wireframes, UML Class diagrams).
- 2016 - 2018**                      **Colegio Colón, Hermanos Maristas | Spanish Bachillerato**                      **Huelva, Spain**  
▪ **Academic Merit/Distinction: 10/10** (Cohort best performer); Special Mention in **Mathematics**; **EVAU: 13.55/14** (A\*s equiv.)

## PROFESSIONAL EXPERIENCE (Amazon, Barclays, P&G 2021 offers holder)

- Nov 2020 - Present**                      **Ophidia Medical Technologies | Chief Technology Officer (CTO)**                      **London, UK**  
▪ Co-founder. Working with blockchain, databases, software systems, Internet of Things, intelligent edge and smart labels.  
▪ Collaborated with 8 consultants and developed a smart vaccine labelling solution utilising smart labels and blockchain technology for GlaxoSmithKline. Won first prize at GSK Hack IT and secured 15,000€ funding for the project development (MVP stage).  
▪ Facilitating a 5-members engineering team in developing the MVP through productive weekly-sprints and Jira (Agile/Scrum).
- Jun 2021 – Sep 2021**                      **Amazon Web Services | Demand Generation Intern**                      **London, UK**  
▪ AWS Certified Cloud Practitioner & AWS Certified Solutions Architect Associate. Currently Amazon Campus Ambassador.  
▪ Defined a standardized and programmatic touch plan framework with recommendations on an effective outreach methodology to assist sellers in prospecting Enterprise customers (>\$50M to >\$100B annual turnover). Aim to improve sellers work efficiency by 15% and increase customer response rate and acquisition by 20%. Delivered an 18-pagers narrative with key findings and impact.  
▪ Contributed to: 1) increase AWS brand awareness within UK campus by an expected 25% with an AWS Campus Ambassador program; 2) improve an Excel automation tool for creating personalised client engagement presentations (2021 AWS priority).  
▪ Became Top Performer within EMEA interns in a 2-days initiative; contributed 850/4132 contacts' details for faster prospecting.  
▪ Networked with 142 Amazonians within 12 weeks (71 hours networking) and shadowed 12+ customer calls.
- Nov 2020 – July 2021**                      **London Strategic Consulting | Head of LSC Digital**                      **London, UK**  
▪ Led a team of 3 consultants on a digital consulting project, devised a differentiation strategy for an online tutoring company to stay competitive in the UK by exploring 8+ transformative innovations including AI, Machine Learning, VR/AR, Gamification, etc.  
▪ Organised the LSC Digital Hackathon 2021, centred around the design of a Vaccine Smart Label Solution. Established partnerships with 10+ UK and US university societies (i.e., Cornell, Cambridge, Imperial); increased sign-up rate by at least 50%.  
▪ Onboarded 9 international clients and devised 4 project briefs within 3 months (ed-tech, med-tech, supply chain, logistics).
- Jun 2020 - Sep 2020**                      **ATOS | Summer Business Analyst**                      **Madrid, Spain**  
▪ Assisted in the Compliance and Regulations department. Provided support to 4 senior business finance leaders across 2 business segments: translated documents (Spanish-English) and checked stakeholders' requirements in 2 different projects.  
▪ Contributed to a data migration project for OpenBank with a focus on regulatory and compliance related-data. Reviewed the "Coexistence" project main document: implementation strategy, the client-oriented migration plan and process analysis.  
▪ Architected, together with a Senior Consultant, an automated solution for VaR and CVaR calculations on Excel (dealt with several of Bank of Spain's investments portfolio) with VBA (macros) – reduced manual workload by 80%.
- Feb 2019 - Mar 2020**                      **Unicorn Forest | Business Development Director**                      **London, UK**  
▪ Identified new business opportunities (new markets, growth areas, strategies, trends) for our 5+ incubation projects.  
▪ Responsible for the business expansion in London. Attended 10+ conferences and events, used LinkedIn to attract 80+ potential corporate partners and projects (education, culture, tech sectors). Successfully initiated the flagship "London Entrepreneur Conference", coordinated participation of 100+ CEOs and investors, receiving attendance rate ~60% higher than expected.
- Jul 2019 - Oct 2019**                      **Sower International Education Group | Marketing Intern**                      **London, UK**  
▪ Oversaw the designing, publishing of digital marketing content which was promoted online (WeChat official account).  
▪ Cooperated with 10 interns to perform market analysis; presented our 20+ educative services to clients through WeChat and email.

## EXTRACURRICULAR ACTIVITIES

- Apr 2020 - Present**                      **Volunteer Alliance against Covid-19 | International Volunteer**                      **Spain**  
▪ Connected hundreds of doctors from 30+ countries with front-line experts in China and Germany in the fight against Covid-19.  
▪ Translated the content raised in the medical consulting platform (600+ questions) to help doctors understand the pandemic.
- Mar 2020 - Present**                      **UCL Data Science Society | Chair** (promoted from Head of Outreach)                      **London, UK**  
▪ Managed the flagship "Tech Career Fair Day 2020", prepared event proposal (cost/benefit analysis) and led a 7-members team.  
▪ Co-led the Women in Data Science Initiative: organised 2 panel events (speakers from American Express, Microsoft, KPMG).
- Sept 2020**                      **American Express Data Science Hackathon | Best Business Solution (Winner)**                      **London, UK**  
▪ Built an AI-powered recommendation system for Amex's current mobile application with neural network model built in Pytorch that recommends the most desirable items to customers based on past purchases, geolocation, and other preferences.

## SKILLS

- **Languages:** Spanish (Native), Chinese (Native), English (full professional proficiency), French (limited working proficiency).
- **Technical Skills:** R, Tableau, Python, VBA, HTML, QUID, Microsoft Office (Word, Excel, PowerPoint), Wix, Mural, Canva.
- **Interests:** Technology and Cloud, Sports (Founder of UCL CSSA Ladies Football Team); Volunteering (Member of UKCWC; UCL Transition Mentor); Tutoring (Spanish, Chinese); Drawing (20+ portraits); Piano