


ANNIE LOU

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EDUCATION

The University of Pennsylvania

Master of Computer and Information Technology

Expected Graduation: May 2026

The University of North Carolina at Chapel Hill

B.A. Double Major in Public Policy and Media & Journalism, Minor in Data Science

May 2023

- **GPA:** 3.97/4.0, Highest Distinction; Honors Carolina Laureate

SKILLS

- **Languages:** Java, Python, C, R, JavaScript, SQL, HTML/CSS, Golang, Swift
- **Algorithms & Techniques:** Regression, Decision Trees, KNN, Clustering (K-Means, DBSCAN, Hierarchical), Dimensionality Reduction, Natural Language Processing, K-fold Cross Validation
- **Tools & Frameworks:** Pytorch, Sklearn, OpenCV, React, Anaconda, PyCharm, Docker, Git, Postman, Unix, Linux

PROFESSIONAL EXPERIENCE

Zift Solutions

New York City, NY

Data Analytics, BI Team Intern

July 2023 – Jan 2024

- Improved user segmentation strategies by applying **K-Means** clustering and **Regression** on user behavior data, leading to an 11% increase in customer engagement
- Developed **Google Looker** dashboards and custom SQL queries on **AWS Redshift**, realizing a key performance indicator system updated every minute and supporting clients' real-time decision-making needs
- Automated data processing and feature engineering using **Pandas**, **NumPy**, and **Sklearn**
- Produced a 30-page customer onboarding report based on the data, providing actionable recommendations for enhancing customer onboarding experience

Bloomberg Government

Washington, D.C.

Intern, Data Science Team

Jan 2022 – Aug 2022

- Refined market sizing model for six rising sectors in contracting, correcting a \$180-billion underestimation through the identification of 38 new key search terms
- Optimized **SQL queries** and reduced average dashboard response time from 10 seconds to 7 seconds, improving data analysis efficiency and user experience
- Created multiple data dashboards using **Power BI**, increasing usage to 800 times per week, supporting real-time monitoring and decision-making for federal budget analysis
- Identified top government contracting opportunities valued at \$50 billion through the analysis of the White House's budget guidebook to Infrastructure Law; Published two news articles based on the analysis

Artificial Intelligence Policy and Innovation Project, Department of Public Policy, UNC-CH

Chapel Hill, NC

Research Assistant

Oct 2021 – May 2022

- Investigated ethical considerations in AI/ML development and applications, identifying gaps in current U.S. policy frameworks and contributing to the formation of policy recommendations
- Used advanced **Natural Language Processing** techniques such as topic modeling to analyze all state bills on autonomous vehicles since 2011, and successfully identified 11 common themes

Deloitte Consulting LLP

Shanghai, China

Mergers & Acquisitions Strategy Intern

Aug 2020 – Nov 2020

- Supported an American fintech firm to enter the Chinese market by researching 400 merchant applicants weekly, evaluating money laundering risks, and ensuring compliance with local regulations
- Analyzed pharmaceutical company performance metrics using **Regression** and **Decision Tree** models, reducing quarterly forecasting errors and supporting a healthcare client's strategic decision-making
- Improved risk management and data analytics capabilities successfully raised client satisfaction score from 4.2 to 4.5, reflecting the business impact of the project results

World Wildlife Fund (WWF)

Beijing, China (remote)

Intern

July 2020 – Aug 2021

- Used **OpenCV** to process historical document images, which improved the number of documents processed per hour and the accuracy of information extraction, and successfully supported the digitalization of historical documents
- Completed 9 case summaries on green market transformation in China, which were submitted to the UN Environment Programme, providing insights for WWF and the UN's decision-making process