

# Aoqin Yan

(+1) 4129839552 | aoy3@pitt.edu

## Education

### University of Pittsburgh

Pittsburgh, PA

Sep 2020 - May 2025

- B.S. in Finance, B.S. in Business Information Systems, B.A. in Philosophy
- Certificate Program in Business Analytics, Minor in Economics
- Overall GPA: 3.55 / 4.0 (Top 30%)
- One-year Study Abroad Program: Fudan University, Overall GPA: 3.92 / 4.0 (Top 1%)

## Work Experience

### EY-Parthenon

Shanghai, China

Strategy Analyst Intern

Jun 2023 – Sep 2023

- Demonstrated business models of 5 iconic cases in Chinese new media industry, including attraction to creators, algorithms, and live commerce.
- Analyzed key successful drivers of TikTok, Kwai and Red, and conducted the industry report.
- Modeled and visualized Gen-Z's digital engagement and content preferences with Excel and extracted user habits.
- Evaluated the potential market shares and user portraits of 2 media platforms and provided strategies on market expansion.

### China Capital Management Co., LTD

Shenzhen, China

Equity Research Analyst Intern

Jun 2022 - Sep 2022

- Delivered return projections for 3 REITs and their bond prospectus with organized WACC, DCF, and other detailed sheets in Excel.
- Published 2 in-depth reports of the Chinese real estate industry monthly, including one on the liquidity crisis of Evergrande.
- Performed CCA and sensitivity analysis covering 6 local real estate enterprises.
- Evaluated proposed investment prospects and real estate policy news daily with the Portfolio Manager.

### Fudan University

Shanghai, China

Research Assistant

Apr 2021- Jun 2021

- Analyzed 5 portfolio strategies in the Chinese stock market in the past 20 years under guidance of professor at Fudan University.
- Utilized Excel's Solver tool and functions to optimize portfolio allocations based on risk-return parameters.
- Visualized results with graphs in Excel and utilized CNNs in Python to interpret the patterns of each portfolio strategy.

## Academic Experience

### Data Analysis Project: Bank Customer Churn Prediction with Machine Learning

Pittsburgh, PA

Data Analyst

Dec 2023

- Preprocessed a dataset exceeding 10,000 points in R with Chi-square tests and normalization for optimizing KNN performance.
- Examined the relationship between customer loyalty and account patterns to understand churn through financial behaviors.
- Implemented a KNN model, achieving 93.71% sensitivity and 92.35% accuracy in predicting potential customer churn.
- Utilized R's "ggplot" to visualize transaction data and patterns to enhance retention strategies.

### The Pitt News

Pittsburgh, PA

Culture Writer

Sep 2022 – Dec 2022

- Conducted 20+ interviews with artists, authors, managers, directors, etc. on cross-cultural artforms and diversity social awareness.
- Drafted and published 10+ news articles on topics of art, culture, music, etc.

### Research Project: Hong Kong's Defense in Asian Financial Crisis in 1998

Pittsburgh, PA

Project Lead and Presenter

Nov 2021

- Analyzed historical data, financial indices, and government reports on the Asian Financial Crisis.
- Presented the profitable speculative means on Hong Kong currency exchange rate with futures.
- Demonstrated the connected exchange rate system in HK and the defensive mechanism on its forex rate and the stock market.

### Seminar: The Pittsburgh School of Philosophy

Shanghai, China

Lecturer

Mar 2021

- Analyzed the influence of German idealism and the impact of Georg Hegel to the founders of Pittsburgh School of Philosophy.
- Hosted a seminar in Fudan Philosophy Dpt. with high recognition from the author of Study at The Pittsburgh School.

## Investment Experience

- Traded stocks and derivatives, including Forex Futures, Gold Index, options, stocks, convertible bonds, etc.
- Portfolio returns (non-accumulative, non-crypto): +23% in 2020, +64% in 2021, +14% in 2022, 31% in 2023, 47% in 2024.
- Crypto-related novel assets: Optimism, Arbitrum, Celestia, ENS, BTC, ETH, etc.

## Skills & Interests

**Technical Skills:** Microsoft Office, R, SQL, Python, CFA ESG Candidate.

**Interests:** Investment, Clean Energy Solutions, Blockchain, Aviation, Reading, Photography, Cooking, etc.