

# XU, Zhiji (Richard)

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## EDUCATION

### Kellogg School of Management, Northwestern University

Evanston, IL

Ph.D. Candidate in Operations Management

Expected June 2018

- Research focus: advanced analytics, statistical modeling, data visualization, operations-marketing interface
- GPA: 3.74/4.00; GRE: Verbal 710/800, Quantitative 800/800, Analytical Writing 4.0/6.0
- Dean's Office Research Grant, 2014; TGS Travel Grant, 2016 and 2017

### Boston University

Boston, MA

M.A. in Economics

May 2013

### The Hong Kong University of Science and Technology

Hong Kong

B.Sc. in Mathematics and Economics, Minors in Information Technology, First-Class Honors

June 2011

## CONSULTING-BASED DATA-DRIVEN RESEARCH EXPERIENCE

### A Leading Online Apparel Retailer in India

12/16 – Present

*Lead Data Scientist*

- Engaged with an Indian client via established partnership, analyzed data of over 3 million transactions in R
- Developed statistical and machine-learning models to study the effects of the 2016 Indian demonetization
- Identified a cost reduction opportunity of up to 4.3% due to increased returns from different payment methods

### A Leading Online Apparel Retailer in India

09/15 – 01/17

*Lead Data Scientist*

- Designed and built statistical models to analyze sales data of over 5 million transactions in R
- Applied data visualization techniques in R and Tableau to communicate findings to executive stakeholders
- Formulated an optimal pricing policy that led to a reduction in operational costs of over \$3 million per year
- Invited to present at the 2016 INFORMS Annual Meeting to over 100 attendees from academia and industry

## SKILLS

- **Machine Learning:** Classification, regression, clustering
- **Statistical Methods:** Regression models, hypothesis testing, discrete choice models, causal inference
- **Software and Programming Languages:** Proficiencies in R, Tableau, MS Office; Knowledge in Python, SQL
- **Languages:** Native Chinese; Fluent English and Cantonese

## LEADERSHIP EXPERIENCE

### Northwestern University Chinese Students and Scholars Soccer Team

05/16 – 08/17

*Team Captain and Manager*

- Managed all team operations, including recruiting events, weekly training sessions, and three tournaments
- Led the team to win the runner-up in the Chicago College Cup 2016, a team record

### The Operations Department, Kellogg School of Management

04/15 – Present

*Head Teaching Assistant*

- Assisted in answering questions, evaluating cases, and grading exams for the following MBA and EMBA courses: Operations Management, Supply Chain Management, Service Management, Operations Strategy
- Established an optimal TA staffing policy for MBA and EMBA classes (13 TAs, 46 courses, 500+ students)

### United States Soccer Federation

03/14 – Present

*Soccer Referee*

- Led the crew to referee over 100 soccer games per year, gaining appreciation from players and local clubs
- Recognized by referee assignors and state referee committee to be considered for an upgrade