

Ian Xuan Xiao

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EDUCATION

New York University, Master of Science in Urban Policy and Analytics 2017-2018

- Awarded the top tier scholarship; Projects focused on Policy Analysis, Behavioral Economics, Real Estate, and Quantamental

University of Toronto, Bachelor of Electrical & Computer Engineering (GPA 3.6/4.0) 2008-2013

- Top 8%, Dean's Honor List, Top Entrance Scholarship, President of Consulting Club, Valedictorian of Class 2008 (High School)
- Advanced Research Scholarship (5 out of 250 applicants); key author of a peer reviewed paper (1 out of 380 students)

SELECTED PROFESSIONAL EXPERIENCE

Senior Consultant, Deloitte Consulting Toronto, 2013-2017

- Promoted to Senior Consultant from Business Analyst within 3 years with top performance and market eminence ratings
- Delivered 20+ engagements of corporate strategy, customer behavior, organization design, agile transformation, advanced analytics in Marketing, Operation, Risk, Product, and Data; played external client, team management, and practice development roles
- Managed work stream of 8 members and reported directly to the Partner; helped the top Canadian retail bank to shape personalized marketing vision, create business cases, and developed a working prototype using Big Data technology and Advanced Analytics
- Helped a bank to initiate a CDO function by hosting strategy review, planning, operation design, and stakeholder alignment sessions
- Core member who helped to grow the advanced analytics and marketing portfolio across 3 key accounts by 4x through project delivery, client education, and RFPs; educated over 20 Partners and 250 consultants on Analytics use cases and techniques
- Worked directly with Managing Partner on internal M&A; led a team of 5 consultants to perform market scan and due diligence on acquisition targets in Big Data, AI, and Marketing Tech, which led to 5 formal discussions within 3 months
- Ran recruiting for all key schools and initiated recruiting at Hackathons to reduce \$130K of FTE while securing strong talents

Product Manager, AMD (a Fortune 50 Tech Company) Toronto, 2011-2012

- Supported product design and launch of 3 mainstream products, which contribute to ~25% of the total annual sales revenue, by working with cross functional teams from market research, design, supply chain, and external media
- Identified an opportunity and ran a 3-day training program for factory staffs to avoid 7 weeks of production delay and launch disruption after a major corporate downsizing, which they cut 30% of the middle management

Summer Analyst, Southern Power Design Institute (a Chinese power utility SOE) China, Summer 2008

- Performed financial analysis and construction inspection of a mega power infrastructure, which powers three Tier 2 cities
- Worked with local vendors during contract negotiation and quality control over 8 major power sites in the city

SELECTED ENTREPRENEURIAL EXPERIENCE

Founder & Instructor, Business Analytics Bootcamp ([link](#)) Toronto, June 2017-Present

- Launched a professional training service to help students to connect the dots between business thinking, technical analytics, and communication; achieved broke-even in 2 weeks and an average Net Promoter Score of 4.8 out of 5 from 75 students
- Developed partnership and campaign content to achieve a weekly conversion of ~3%, which is 5x of similar services
- Designed, prioritized, and rolled out 4 service features based on agile principles and Design Thinking practices

Co-Founder & Head of Product, Toronto Consulting Practicum Toronto, 2012-2015

- Founded an interview training program that maintained ~40% placement rate the top firms in Toronto, US, and Taiwan; this translate into a total first year salary over \$900K
- Increase profit per student by 8% by introducing a reporting feature to enhance their learning experience, which allowed the team to hire two interns to support business development, research, and logistics

PERSONAL INTERESTS

- **Pro Bono Consulting:** Data science and consulting projects for social ventures and NFP (see project section, [link](#))
- **Interests:** street photography & book review ([link](#)) and competitive PS4 gaming
- **Sports:** Regional Men's Basketball Champions (2008, 2007); Men's Basketball 4th place in Provincial Tournament (2007, 2008)