# Qichen Tan (Allan)

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*Finance-oriented analyst with fixed-income research, public-company benchmarking for IPO readiness, and Excel financial-modeling experience.*

## EDUCATION

**Columbia University** Expected Dec 2026
M.A. in Quantitative Methods in the Social Sciences (QMSS) | GPA: 4.0
**University of California, Davis** 2021 - 2025
B.A. in Economics and Communication | GPA: 3.53/4.0
*Relevant Coursework (Columbia QMSS): Time Series & Panel Data Analysis; Data Analysis for the Social Sciences*

## EXPERIENCE

**Data Analyst Intern, Fixed Income | China Securities Co., Ltd. | Beijing, China** **Apr 2024 - Jul 2024**

- Led a deep-dive analysis of China's contract research and manufacturing (CXO) sector, assessing total addressable market, competitive dynamics, and growth drivers to inform investment prioritization.
- Benchmarked 10+ public companies using Python (pandas, NumPy); identified performance outliers incorporated into initial public offering readiness assessments.

**Strategic Marketing Intern — Financial Analysis & Modeling | Alfa Laval | Shanghai, China** **Jun 2026 - Present**

- Built bottom-up demand-forecasting models in Excel (2025-2030) across four equipment and seven beverage categories, with sourced inputs and formula QA checks; compiled capacity and CAPEX data across 19 bio-chemical categories.
- Assessed competitor financials under an evidence-graded (FACT/CLAIM/INFERENCE) framework; findings informed commercial prioritization.

**Consultant Intern — Pricing & Market Benchmarking | Detecon International | Beijing, China** **Jul 2024 - Oct 2024**

- Benchmarked BYD, NIO, and other EV manufacturers on pricing, performance, and positioning for an Audi strategy engagement; analyzed test data in Excel and translated findings into recommendations.
- Analyzed vehicle performance, pricing, positioning, and large-scale test data in Excel; translated competitive trends into actionable insights for strategic decision-making.

**Growth & Monetization Operations Intern | Mission Matter | Los Angeles, CA** **Dec 2023 - Apr 2024**

- Planned and executed multi-channel growth campaigns, defining audience targeting, A/B testing content, and refining creative based on engagement data to improve user-acquisition efficiency.
- Managed a partnership pipeline spanning sponsorships, co-marketing, and content collaborations, contributing to a 20% increase in business-to-business partnership conversion.

**Marketing Analytics Intern — Competitive Analysis | Gala Circle Inc. | New York, NY** **Mar 2026 - Jun 2026**

- Supported go-to-market execution for a restaurant point-of-sale startup through integrated digital and email campaigns focused on small-business client acquisition.
- Used Python and Excel to analyze restaurant-technology competitors, including Chowbus, and identify market positioning and growth opportunities for sales and marketing teams.

## SELECTED PROJECTS

**Fraud Detection in Job Postings | Columbia University** **Sep 2025 - Dec 2025**

- Led a 10-person team in building a natural language processing pipeline on the 17,880-record EMSCAD dataset using TF-IDF, regex cleaning, and lemmatization.
- Benchmarked Logistic Regression, Linear SVM, and Naive Bayes; the best-performing Linear SVM achieved 98.2% accuracy and a 0.819 F1-score for the fraud class.

**Cancer Data Analysis & AI Consultation Assistant | MSKCC** **Mar 2026 - Jun 2026**

- Analyzed cBioPortal cancer data through exploratory analysis, feature cleaning, and interpretable statistical modeling to examine clinical outcomes under real-world data constraints.
- Built an AI-assisted workflow prototype with Next.js, TypeScript, FastAPI, and the OpenAI API to convert clinician notes into structured summaries, action items, and patient-facing drafts.

## SKILLS

**Analytics & Tools:** Excel (advanced modeling), Python, SQL, R, PowerPoint, scikit-learn, Stata, EViews, Mathematica, NLTK
**Business:** Financial Modeling, Public Company Benchmarking, IPO Readiness, Market Sizing, Competitive Intelligence, Demand Forecasting, CAPEX Analysis