

Chaoyun Bao

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EXPERIENCE

IBM, Armonk, NY

Corporate Strategy – Associate Principal, 2023 – Present

Corporate Strategy – Lead Consultant, 2021 – 2023

- Devised growth strategies for multiple AI-based product portfolios by conducting in-depth outside-in market research, competitive analysis, and client & expert interviews, with potential year 3 revenue of up to ~\$150M
- Shaped strategic transformation agenda on innovation commercialization and software-as-a-service transition; collaborated across research, business units, finance, and CIO; presented synthesized insights to executive leaders
- Advised IBM senior leaderships on 5-year growth strategy by tracking enterprise business redesign themes, major technology evolution trends and IBM market position; identified four \$1B growth opportunities for further investigation
- Spearheaded corporate strategy recruiting operation across multiple full-time and intern cycle, yielding 30% increase in candidate pipeline; built organic pipeline recruiting program which increased cohort diversity by 25%

Chief Analytics Office – Managing Strategy Consultant, 2021

Chief Analytics Office – Senior Strategy Consultant, 2019 – 2021

- Crafted and managed integration agenda of 10+ AI assets into IBM Sales Cloud during the CRM transformation effort, resulted in uniformed methodology, enhanced knowledge sharing, and 20% efficiency increase of the deployment process
- Led the transformation of a team of 10 into agile ways of working; modernized the technology stack and increased longevity of an internal IBM crown jewel dataset trusted by senior leaders while maintaining <1% model uncertainty
- Built an end-to-end AI solution to assess IBM's \$50B portfolio performance for a strategic NDA project; collaborated with corporate strategy to deliver analytics insights to two SVPs weekly; led to portfolio optimization of IBM
- Founded the diversity and inclusion guild of 7 at the Chief Analytics Office to strengthen IBM's talent strategy; built a more inclusive culture through organizing monthly cultural celebrations, learning events and focus group discussions

GENSCAPE, Louisville, KY

Data Scientist, 2016 - 2018

- Led a team of 6 to develop a crude oil supply-and-demand product; applied statistical time series analysis methods to synthesize proprietary data and public regulatory data for market relevant insights
- Enhanced data access pipeline into customs import database; improved quality of customer-facing data by 30%
- Enabled equity product team to raise operational efficiency by 10 times; creatively redesigned optimization problem faced by the team and implemented an innovative solution leveraging advanced machine learning algorithm
- Represented Genscape actively in local community; participated in 5+ initiatives and partnerships such as serving as liaison with local chamber of commerce and coordinating a donation drive for a child advocacy center

UNIVERSITY OF MINNESOTA, School of Physics and Astronomy, Minneapolis, MN

Postdoc, 2015 - 2016

- Built a customized analytical software in Python with 15+ scientists for a radio telescope; conducted time series simulations to understand performance of 900+ detectors; co-authored 5 peer-reviewed publications on the results
- Coordinated outreach events at Minnesota state fair and science fairs for cosmology lab; presented cutting edge astrophysics research to hundreds of general audiences, high school students and undergraduates
- Mentored 3 junior graduate students on academic activities and career planning; drove initiatives and programs on increasing gender diversity in science and engineering fields

EDUCATION

MBA, New York University, New York, NY, 2019

- Stern Technology Scholarship (merit-based scholarship awarded to top 10% of class)

Ph.D. in Physics, University of Minnesota, Minneapolis, MN, 2015

- Doctoral Dissertation Fellowship; Aneesur Rahman Award for outstanding research contributions

B.S. in Astronomy, University of Science and Technology of China, Hefei, China, 2006

- Outstanding Student Scholarship for top 15% academic performance

ADDITIONAL INFORMATION

- Languages: English (fluent), Chinese (native) and French (basic)
- Technical Skills: Python, R, SQL, DevOps, Agile, Design Thinking, Data Science, Excel, PowerPoint
- IBM Armonk Toastmasters; *NeXt* 2018, volunteer leadership development program with Louisville Fund for the Arts
- Interests: ethnic dancing, crafting, golfing, hiking, volunteering