

Tony Xiao

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EDUCATION

University of California, Santa Barbara

Expected Graduation: Jun 2027

B.A. in Economics and Accounting

GPA: 3.82

B.S. in Statistics and Data Science

Technical: Python, R / RStudio, Excel, Power Automate, SharePoint, Copilot

Languages: Fluent in Mandarin and English

EXPERIENCE

Student Supervisor *UCSB Annual Fund*

Santa Barbara, CA

May 2025–Present

Previously Caller | Jan 2024–Apr 2025

- Supervise 7–8 student callers per shift and organize quarter-long team competitions with trivia, points, and rewards to encourage engagement during university fundraising outreach.
- Personally raised approximately \$40,000 over six months through fundraising calls to parents and alumni.
- Earned “Caller of the Quarter” for three consecutive award cycles beginning in June 2024.

Audit Intern *Ernst & Young (EY) — FSO Audit*

Los Angeles, CA

Jun 2026–Aug 2026

- Supported Wealth and Asset Management audits by organizing and mapping approximately 50–60 existing risks to corresponding controls for audit planning and control documentation.
- Developed Power Automate workflows as part of a team project, connecting Excel and SharePoint with Copilot to classify audit permanent files and extract key dates; the workflow was trialed internally.
- Collected evidence for tests of controls and prepared documentation for review by staff and senior auditors.
- Performed financial statement tie-outs and rolled forward prior-year audit workpapers.

Sales and Marketing Representative *Huizhou Achlink Electronics*

CES, Las Vegas, NV

Jan 2026; Jan 2025

- Presented products at CES and clarified buyer requirements for retail resale, private-label branding, or custom product development; discussed expected purchase volumes and minimum order quantities (MOQs).
- Provided translation between company leadership and international customers to support product and pricing discussions.

Sales Representative *Y&Q Electrical Bike*

Los Angeles, CA

Sep 2022–Jun 2024

- Led product and pricing discussions with local retailers alongside the business owner, negotiating wholesale orders typically ranging from 5–10 e-bikes.
- Contributed to sales of 100+ e-bikes across B2B and Amazon channels over six months; answered Amazon customer questions and supported wholesale fulfillment, including deliveries to local retailers.

LEADERSHIP EXPERIENCE

Fundraising Chair *Alpha Kappa Psi — Omicron Omega Chapter*

Santa Barbara, CA

Sep 2023–Feb 2024

- Led a team to organize 10+ fundraising events over two months and raised more than \$4,500 for chapter initiatives.