

FRANCIS RUAN

fyruan@usc.edu | (650) 279-4955 | linkedin.com/in/francisruan

EDUCATION

University of Southern California, Marshall School of Business & Viterbi School of Engineering **Los Angeles, CA**
Bachelor of Science: *AI for Business, Joint Program, 3rd cohort (1/35 students, dual degree, <1% acceptance)* May 2029
Relevant Coursework: Advanced Business Finance, Discrete Methods in CS, Global Leader Academy (Top 10%) *GPA: 3.92/4.00*
Awards: TEDx Speaker, State of California Congressional Award, Asian Pacific American of Action, Marshall Ambassador
Honors: Scholarship Recipient of: Woodruff Family Endowed, USC Presidential, Morgan Stanley Endowed | Dean's List (2x)
High School Distinctions: SAT 1540; Rank 1/553; GPA 4.0; Commencement Speaker; Student Body President (4x)

EXPERIENCE

Vuori (*DTC Athletic Apparel | \$5.5B Valuation, 100+ Global Stores*) **Los Angeles, CA**
Incoming Campus Budget and Brand Manager (Only 1 Student Selected) *September 2026*

BODi, The Beachbody Company (*NASDAQ: BODI | Public Health & Fitness*) **El Segundo, CA**
Financial Analyst Intern (reported to Brad Ramberg, Chief Financial Officer) *April 2026 to Present*

- Automated BODi's financial invoicing system and rebuilt the GL data-cleansing process
- Reduced a 90-minute manual workflow to 1–3 minutes across FP&A & Accounting
- Built an analysis engine comparing 4 live CRM campaigns, decomposing margin into volume, AOV, and rate drivers
- Sized ~\$784K in potential annualized operating expense reductions; presented findings directly to MD of Accounting

Thunder (*Subsidiary of Salesforce*) **Los Angeles, CA**
Industry Analyst, High-Tech Industries Track *April 2026 to May 2026*

- Co-authored *The Face*, a section of a 10-page agentic AI report on auditability for Thunder and Salesforce executives
- Synthesized agent permissions and approval controls, guiding AI deployment across Thunder's 300+ enterprise clients

Rogue Wave (*DTC, Surfing Headphones Startup*) **Los Angeles, CA**
Treasury Strategist *March 2025 to August 2026*

- Modeled company gross margins through price profit model testing \$79–\$149 ASPs across ~\$15K monthly Shopify sales

SunTag Co. (*Consumer Energy Hardware Startup | \$5,000 pre-seed*) **Los Angeles, CA**
Founder *May 2025 to Present*

- Engineered a magnetic portable iPhone charger with an integrated solar panel for off-grid recharging
- Analyzed comparable companies and forecast future cash flow using waitlist demand, pricing, and debt

ACADEMIC PROJECTS

Sunlight and Solar Revenue Model using R **Los Angeles, CA**
BUAD 312: Advanced Data Statistics for Business Applications *April 2026 to May 2026*

- Used multivariable sunlight data to identify locations with the highest revenue potential

Loss Aversion Within Business Organizations **Los Angeles, CA**
GESM: The Art of Decision Making *April 2026 to May 2026*

- Authored a cognitive research thesis operationalizing loss aversion model on business under acute stress

LEADERSHIP AND INVOLVEMENT

USC Marshall OpenAI Lab & AI Builder Hub (*Deployed Engineer, 1 of 4 Student Engineers*) **Los Angeles, CA**
AI Innovation Challenge Winner, Selected from 500+ Submissions *February 2026 to May 2026*

- Submitted an AI-driven diligence framework stress-testing valuation assumptions and tracing operating risk to enterprise value

AI Builder Hub | New Course Registration

- Hired post-win to reverse-engineer USC's course registration used by 45,185 students, introducing AI degree planning
- Parsed 470 unique program descriptions; built a rules engine validating user courses against degree requirements

USC Men's Lacrosse (MCLA | \$165K Operating Budget, 35+ Athletes) **Los Angeles, CA**
Alumni Chair & Player *August 2025 to Present*

- Owned alumni relations across a network of 350+ alumni spanning 51 graduating classes while being an active player
- Led alumni fundraising; structured donor tiers and sponsorship outreach; oversaw event coordination

El Porto Surf Shop **Manhattan Beach, CA**
Surf Instructor & Cash Register *June 2025 to Present*

- Independently taught 52 1-on-1 surf lessons while working the cash register

SKILLS & INTERESTS

Skills: C++, Python, R, Excel, PowerPoint, Canva, Figma, Claude, Agentic AI, Automation, Mandarin (Fluent)

Interests: Stand-Up Comedy, Inventing Recipes, Arnold Palmers, TEDx, Morning Surf, Documenting My Life, Recreational Filmmaking, HYROX, IRONMAN 70.3, Bulgogi Beef, Bento-Grid UI Design, Creative Writing, Pinterest, Huberman Lab, Catan