

# Richard Yoon

[www.youseeyoon.com](http://www.youseeyoon.com) | [youseeyoon@gmail.com](mailto:youseeyoon@gmail.com)

## EXPERIENCE

### *Technology*

#### **Independent Consultant – San Francisco, CA/ Houston, TX**

**July 2018 – Current**

- Provided consulting services to blockchain startups: Built product prototypes ( [Whale Party](#), [LedgerMon](#) ), presented prototypes and TA'ed developers' workshop on building a DApp on the ICON platform to 50+ developers at SF Blockchain Week, conducted due diligence on investments and advised companies on business strategies
- Provided full-stack webapp development services to startups mostly focused on frontend using React

#### **One Daijo, Ltd. – Co-Founder, Mountain View, CA**

**June 2017 – Oct 2018**

*[One Daijo](#) builds a global P2P microlending platform using blockchain and alternative credit scoring methods to provide affordable microloans to borrowers and equip them with their own immutable digital credit identities.*

- Led a team of 7 designers and developers on customer research, product design, and product development, resulting in the MVP built on the Stellar blockchain - [One Daijo Demo](#)
- Authored One Daijo's [white paper](#), leading discussions on token model architecture, product design, and project roadmap
- Presented to Monetary Authority of Singapore (MAS) and the Ontario Securities Commission (OSC) and obtained a regulatory sandbox opportunity with the OSC
- Established partnership opportunities with Filipino payment companies, the World Bank, and the UNDP
- Obtained \$1M in funding, delivered pitches to investors from across the globe, and received an acquihire offer

#### **Honey Science Corporation – Product Manager, Los Angeles, CA**

**July 2016 – June 2017**

- Led the data analytics team to build internal tools to improve Honey's operational efficiency. Increased efficiency by 2x of finding stores Honey was not properly operating on
- Helped improve top of funnel click-through rate by 20% which led to a monthly revenue increase of 10%
- Established product metrics and set up a new data analytics process, including streamlining of data cleansing and data collection from new sources
- Redesigned the architecture for coupon management and application algorithm
- Diagnosed and executed on data driven decisions regarding trade-offs between UX and revenue

### *Finance*

#### **Bank of America Merrill Lynch – Investment Banking Analyst, New York**

**May 2015 – June 2016**

- Prepared detailed valuation analyses and excel financial models for clients across the power sector
- Conducted industry research, performed due diligence, assisted in preparing client presentations for M&A and financings
- Deals: lead manager on \$260mm Black Hills Corporation equity units offering

#### **Goldman Sachs – Quant Trader, New York, NY**

**June 2014 – May 2015**

- Used Python and Pandas to perform quantitative analysis and to research, back test, and generate alpha
- Re-wrote legacy Perl functions and modules that access the team's database using Python on a Linux workstation
- Created an automated value investing trading strategy in cash equities that returned 15% from July to Dec.

## EDUCATION

#### **Massachusetts Institute of Technology, Cambridge, MA**

**June 2013**

BS: Mechanical Engineering and Concentration in Economics

Major GPA: 4.9 / 5.0, GPA: 4.8 / 5.0

**Relevant Courses:** Algorithms, Dynamics and Control, Calculus I & II, Differential Equations, Probability and Random Variables

**Publications:** Co-authored "Energy Estimate for Designing Solar Panels in Israel" with Professor Faiman

**Achievements:** Full Scholarship to Undergraduate and Graduate School - Gates Millennium Scholar, Tau Beta Pi, Finalist for MIT 100K Elevator Pitch Competition, Top 8 in International Design Competition, 2013 National Football Foundation & College Hall of Fame Hampshire Honor Society, Top Solicitor of Senior Gift Committee (\$20,047.55), [MIT Gangnam Style](#) (5mm+ views)

## LEADERSHIP, ACTIVITIES, AND SKILLS

**Leadership:** Tau Beta Pi Honors Society – Fellowships Chair (Awarded \$30,000+ per year), Big Brothers of Boston – Big Brother Volunteer (Organized recruiting session for 40+ people at my fraternity and 64+ people on the football team), MIT Alternative Spring Break – Co-President, Korean Student Association – Vice President (Organized culture show for 200+ people and increased number of active members and club's fund by more than 20%)

**Activities:** MIT Varsity Football, Tae-Kwon-Do, Drumming, Volunteering, [LeetCode](#), [YouTube Production](#), Standup Comedy

**Skills:** Fluent in Korean, Java, JavaScript, HTML & CSS, Linux, MatLab, Python, Pandas, MySQL, BigQuery, Perl, SolidWorks, VisualBasic, Excel, MEN Stack, RESTful, React, Bottle, peewee, PSQL, DBeaver, Git