ANGELA (EONJEONG) KIM

eonjeong98@gmail.com · (737) 297-6609 · Austin, TX · linkedin.com/in/angela-eonjeong-kim

EDUCATION

Seoul National University	Bachelor of Business Administration, Technology Management	Fall 2022
	Overall GPA: 3.95	
The University of Texas at Austin	McCombs BBA Exchange Program	Spring 2022

Relevant Coursework (MIS): Database Management, Web Application Development, Product Management

WORK EXPERIENCE

Hackle Corp.; Seoul, South Korea   Oct 2020 - Aug 2021
Product Owner (June 2021 - Aug 2021)
● Created new usage-based billing system for B2B clients which enables usage metering, subscriptions, and payments
● Defined user stories, prioritized and assigned tasks to articulate function of servers, databases, APIs, and web pages
● Designed product roadmap and coordinated stakeholders based on market analysis and scope management
Business Developer (Oct 2020 - May 2021)
● Analyzed customer funnels and executed experiments to achieve PMF, resulting in 1B traffic throughput within six months
● Managed education programs and consulted 1,700 tech companies to implement agile-based product development
● Made new sales process and led sales meetings, facilitating contracts and communication with over 30 clients
● Developed corporate business model and pricing plan based on Saas market and competitive product analysis
● Met weekly with CEO to establish corporate strategy, KPIs, and project management through customer data and VOC

Mathpresso Corp. - *Global Business Strategist Intern*; Seoul, South Korea   June 2020 - Sept 2020
● Managed over 100 local workers in Indonesia and constructed searchable database that reached 3.5 M
● Planned and conducted new in-app events, which increased monthly retention from 10% to 42% within 3 months
● Analyzed user data using SQL and created strategies to acquire new users, resulting in increase of 200X daily active users
● Developed new business model based on market research, including user surveys and interviews of 10K+ local residents

Dinetable Corp. - *CEO (Founder)*; Seoul, South Korea   Nov 2018 - Sept 2019
● Established firm from scratch, developed business model, and built platform to enable online transactions
● Led business contracts and secured 20+ business partners including govt. agencies, startups, and large companies
● Presented platform service in Korea, Silicon Valley (USA), Singapore, and received over 10 entrepreneur awards
● Participated in incubator programs with VCs (eg. Kakao Ventures and Naver D2), raising total of 13M won in fundraising

PROJECT & ACTIVITIES

LMS development Project with client NACFA - *Project Manager;* Austin, Texas   Feb 2022 - Present
● Managed and monitored project process to develop Learning Management System based on SDLC methodology
● Analyzed root causes and set up user stories with functional requirements, and executed QA testing and UAT weekly
● Led sprint kick-off meeting with client and professor, daily stand-up meetings, and weekly client meetings via zoom

Bookstore Website Development Project - *Fullstack Developer;* Austin, Texas   Feb 2022 - Present
● Developed bookstore website enabling login, search, order, and user authorization using .NET, C#, EF, and Azure database
● Created web-flow and model class diagram to clarify requirements, and collaborated with team members on Github

HONORS & AWARDS

● Selected for McKinsey Next Women Generation Leaders Asia-Pacific   Summer 2021
● Dean's List (1 Semester)   Spring 2021

ADDITIONAL

● **Languages**: Native Speaker in Korean, Basic Knowledge in Spanish
● **Technical Skills**: SQL, A/B testing tools, C#, HTML, CSS, Javascript, React.js, .NET, Jira, Trello, Confluence, Microsoft Office
● **Work Eligibility:** Eligible to work in the U.S.; will require visa sponsorship for future full-time employment