

Andrew Kim

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EDUCATION

University of California Davis, Class of 2014

College of Letters and Science - Bachelors of Arts Degrees in Economics and Communication

WORK EXPERIENCE

NeoCaddie Inc. dba Cadi

Costa Mesa, CA

Co-Founder and COO

June 2017-July 2020

- Fundraise investment. Successfully complete two investor seed rounds totaling \$350K.
 - Development of comprehensive business plans, hundreds of pitch decks, and other investor materials.
 - Successfully connecting and pitching people of influence in tech, engineering, and golf industries.
- Successfully develop innovative technology and other projects. Provide project vision and direction.
 - Development of the world's only automated golf club smart kiosk.
 - Manage freelancers to create two websites, mobile application, and product acquisition channels.
- Manage sales and day-to-day operations with company sales peaking at \$40K a month.
 - Create an efficient and organized sales cycle, inventory management system, and product acquisition process. Document procedures for these systems. Teach these systems to co-founders and employees.

River City Bank

Sacramento, CA

Credit Analyst

January 2014-June 2017

- Manage a 40+ client and \$100MM+ commercial loan portfolio.
 - Meet customer needs daily. Seek out additional business opportunities with clients.
 - Review credit quality and manage risk of customer loans. Work with small to medium businesses daily.
- Underwriting and credit analysis of \$200MM+ in new commercial loans.
 - Analyze financial statements, creditworthiness, and risk of businesses and clients. Recommend credit decisions to executive management on transactions up to \$30MM+ in size.
 - Be the central point of communication to close complex transactions. Work with customers, brokers, attorneys, and bank staff to negotiate loans and close transactions.
- Develop and train new staff.
 - Lead internship programs teaching college students about banking. Recruit new potential employees.
 - Actively mentor and train new credit analysts. Help manage credit analysts and department workflow.

Loan Documentation Specialist

- Create loan documents and assist in the close of \$30MM+ in new loan transactions.
 - Draft custom loan documents for complex transactions. Protect the bank from various legal risks with a strong understanding of legal structures and the loan transaction process.

AWARDS & ACCOMPLISHMENTS

River City Bank

Employee of the Quarter

Q4 2015

Team Player of the Year

2016

NeoCaddie Inc.

Development of the world's only automated golf club smart kiosk

November 2018