

# Jeff J. Ahn

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## EXPERIENCE

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**Soteria Market, Inc.** Illiquid Investments Marketplace  
York, NY

1216 Broadway, New

Junior Analyst, Business Development & Sales Ops  
Present

Feb 2023 -

- Leverage SEO tactics to acquire buyers and sellers across the web for all asset classes across our B2B platform.
- Monitor our CRM and Data Rooms for C-suite leadership at client companies to ensure smooth trade support on executed transactions for each contact. I give my team accurate intel and real-time correspondence updates, so they are prepared going into every call.
- Perform KYC/KYB audits for each of our clients to preserve our good reputation. Check TIN, SIC, and NAICS codes to ensure clean accounts with the IRS, FDIC, and SEC. Once they pass, check relevant authority watchlists to verify each client's validity in our onboarding procedure. Drafted our Compliance Policy & Procedure Document, which has been approved and certified for our SOC2 regulation.
- Using Python to cleanse CRM data, experimenting with web crawlers.

## United States Air Force

Anchorage AK

Lackland AF Base, San Antonio TX Defense Language Institute, Monterey CA Elmendorf AF Base,

Afghanistan

Al Udeid AF Base, Doha Qatar Ali Al Salem AF Base, Kuwait City Bagram Airfield, Kabul

Rank: Airman 1st Class (E3, A1C), Active-Duty Service  
2022

Jan 2018 – July

AFSC: (1N351) Cryptologic Language Analyst

- TS Clearance (SCI: authorized; upgrade) through U.S. DoD Security+ and 1N3X1 course graduation. Completed SERE, Dive School, and CBRN training. CATM Marksman (21/25 shots on point target, M4 Rifle).
- Intercepted foreign communication networks and translated classified intelligence critical to the mission of my squadron. Solved complex closed-frequency radio encryptions used by the enemy, mapped out compound coordinates, and advised top brass in my chain of command with efficient allocation of precision airstrikes.
- Translated negotiations between my leadership and native embassy officials for peace deals between allied ground forces and local populations.
- Deployed overseas (Qatar, Kuwait, Afghanistan) and stateside PCS (TX, CA, AK). Honorably discharged July 2022.

## Nest Seekers International

New York, NY

Licensed Real Estate Salesperson

Mar 2017 – Jan 2018

- Established industry connections and relationships through taking initiative at professional networking events
- Refined salesmanship tactics, namely speech, body language, intonation, and assertive purpose via physical experience conducting private showings, open houses, and leading outreach efforts with a focus on NYC residential real estate.
- Performed mortgage calculation and rent roll analysis on target investment properties valued +\$1m
- Deployed exceptional and consistent marketing campaigns (personalized emails, drip campaign/email blast, phone calls, online research) and assessed the intel gathered to upload to our CRM database, sharpened Salesforce and MS Excel skills.

## STRENGTHS & INTERESTS

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**Skills:** Problem Solving, Time Management, ChatGPT, Github, CRM and Business Process Automation, Customer Success

**Languages:** Native English and Korean, Python

## EDUCATION

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**Baruch College, Zicklin School of Business** – Cum. GPA: 3.87

New York, NY

Major: Bachelor of Business Administrations, Real Estate Finance

Sep 2016 – Aug 2020

Concurrent Courses: Business Foundations, Digital Marketing, Macroeconomics, Calculus

**The Bronx High School of Science** – Cum. GPA: 92

New York, NY

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*NYS Regents Diploma with Advanced Designation, STEM & Humanities*

*Sep 2012 – June 2016*