

# Jeff J. Ahn

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## EXPERIENCE

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

1216 Broadway, New York, NY

*Business Development Analyst*

Feb 2023 - Present

- Lead Client Acquisitions. Leveraging SEO tactics to source C-suite principals at client companies who are positive matches to deals for sale on our B2B loan-trading platform. Using Python and ChatGPT 4.0+real-time web access in tandem to optimize buyer-seller pairing.
- CRM General Management. Tracking data quality on the record of all business correspondence (emails, speech-to-text video-call transmission, phone calls). Created trigger sequences to automatically update rolodex of over fifteen thousand individual contacts and growing, each with their own profile preferences through our deal pipeline stages, from originations to transacting.
- KYC/KYB Auditing. Pre-screening on all new client onboardings in accordance with FDIC and SOC2 regulations. Pulling LexisNexis reports, as well as checking against FBI, OFAC, and FINCEN watchlists to qualify a client before setting them up with a live account.

**Rockhouse Hotel & Spa and Skylark Negril Beach Resort**

Negril, Jamaica

*SEO Consultant*

Sep 2023 - Present

- Improving overall website performance for Rockhouse Hotel and sister hotel, Skylark Negril, two luxury boutique resorts on the west coast of Jamaica. Working closely with head software engineer to generate faster load times, create efficient internal site-mapping, and display engaging front-end web design to make satisfying user experience.
- Advising Marketing Team on best practices for all Title Tags, Meta Descriptions, and Knowledge Graphs on Google search results. Having Google recrawl our pages to pick up fixes and rank higher in more search queries around the world.
- Streamlining ease of navigation from organic discovery through search engines and social media to navigating through specific actionable links. Seeing visitors from more countries book reservations, as well as increased traffic for the Spas and Restaurants.

**United States Air Force**

Lackland AF Base, San Antonio TX Defense Language Institute, Monterey CA Elmendorf AF Base, Anchorage AK  
Al Udeid AF Base, Doha Qatar Ali Al Salem AF Base, Kuwait City Bagram Airfield, Kabul Afghanistan

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

Jan 2018 - July 2022

*AFSC: (1N351) Cryptologic Language Analyst*

TS Clearance (SCI: authorized; upgrade). U.S. DoD Security+ and 1N3X1 course graduation. 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.

## STRENGTHS & INTERESTS

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**Skills:** Problem Solving, Time Management, AI Tool Integration, Sales Ops Automation, SEO, VSCode, Django, Github.

**Languages:** Native English and Korean. Self-taught Python. Self-Learning HTML, JavaScript, and CSS.

## 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

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

Sep 2012 – June 2016