



**Kim Donghae** (14.08.2000)

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**E-MAIL** ehngo814@gmail.com

**Github** (github.com/KDH-Korea)

**Huggingface** (huggingface.co/KimKimzed)

**Notion** (notion.so/gyeol-cho)

**Skills**



**Certifications**

2024 ADSP (Advanced Data Science Professional)  
2024 Big Data Analysis Engineer (Written Exam Passed)  
(Practical Exam Expected in November)

**Research Interests**

Strategic Management Automation  
AI Management  
Consumer Behavior Research  
Decision-Making in LLM Models

**Professional Experience**

September 2020 - May 2021, Baekdu Electric Co., Ltd.  
Developed a bid price prediction model  
Automated web crawling and visualization tools for the ElectricNet website  
Managed Linux servers

**AI Management Specialist**  
**Donghae Kim**

I am Donghae Kim, and I firmly believe that for our country to remain a strong global player, we must provide meticulously developed strategic management automation platforms, especially focusing on export-oriented small and medium-sized enterprises (SMEs). I am passionate about researching and advancing knowledge across various fields necessary for developing such platforms. My goal is to create my own methodology and proceed with a business that embodies this vision.

**Education**

Keimyung University (Expected Graduation: February 2025)  
Major: Management Information Systems  
Double Major: Business Data Analytics

**Extracurricular Activities**

- 1. 2023 Korean Society of Information Technology Students Paper Competition (September 2023)**  
Bronze Prize (3rd Place)  
Title: "Perception and Opportunity Analysis of Traditional Banks and Internet-Only Banks Using Text Mining: Based on Reviews of Traditional Banks and Internet-Only Banks"
- 2. Digital Talent Development Project, 2nd Cohort It's DGB, IM Challenger (August 2023 - May 2024)**  
Excellence Award (3rd Place), Special Employment Privilege at DGB Financial Group  
Semifinals: Generated alternative credit ratings using an alternative credit assessment model and improved UX with a chatbot utilizing generative AI  
Final Round: Developed DGB CAS, an automated customer experience analysis program
- 3. Dacon Wallpaper Defect Chatbot Development (January 2024)**  
Final Rank: 39th out of 557 teams  
Optimized computing resources for fine-tuning using the Lora technique and increased creativity in response generation with the DPO dataset
- 4. Daegu Road Management System Data Integration Idea Discovery Hackathon (July 2024 - Ongoing)**  
Advanced to Finals, Top 5 Teams  
Developed an automated optimization and visualization model for predicting pothole occurrence probability per grid using MLops
- 5. 2024 Academic Research (January 2024 - Ongoing)**  
Research Topics:  
The Imbalance Phenomenon of the Noisy Minority and the Quiet Majority in the Online World  
Revenue Generation Strategies Using Dark Patterns  
Mitigating Goal-Oriented Decision-Making in LLM Models through Context-Aware Frameworks and Additional Layers

**On-Campus Activities**

- 1. 2023 1st Analysis Competition (April 2023)**  
Grand Prize (1st Place)  
Title: "Prediction of IPO Initial Price Increase by 100% on Listing Day - Focusing on Precision"
- 2. 2023 2nd Case Analysis Presentation Competition (October 2023)**  
Excellence Award (2nd Place)  
Title: "Classification of Sound/Unsound Companies Using Corporate Credit Rating Data - Focusing on Performance Comparison by Scaling Methods"
- 3. 2024 1st Analysis Competition (April 2024)**  
Excellence Award (2nd Place)  
Title: "Book Recommendation System Based on Ratings - Focusing on Recommendation and Performance Comparison through Regression Models"
- 4. SCALA Research Support Program & 2024 International Area Studies Poster Paper Competition (May 2024 - July 2024)**  
Selected for Program and Bronze Prize  
Title: "Analysis of South Korea's Healthcare Status and Future Opportunities Using Big Data Analysis and DCX Methodology: Based on Social Data from Major OECD Countries"