INGWON CHAE

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EDUCATION

Columbia Law School   **New York, NY**
J.D. Candidate, LSAT: 173   August 2019 – September 2019
    Dropped out to join a startup and focus on entrepreneurship

Massachusetts Institute of Technology   **Cambridge, MA**
B.S. in Economics, GPA 4.7 / 5.0   June 2014
    Most Interesting Coursework: Econometrics, Probability & Random Variables, Linear Algebra, Nonfiction Creative Writing (Harvard)

Phillips Exeter Academy   **Exeter, NH**
Graduated Highest Honors, Cum Laude Society, SAT: 2390 / 2400   June 2010

WORK EXPERIENCE

Exploring Problem Spaces
Entrepreneur   February 2022 – Current
- Exploring ideas and opportunities in the Future of Work, Hiring, and Engineering supply/demand
- Learning computer science and coding by working on various projects

Wiz.io   **New York, NY & Tel Aviv, IL**
Director of Global Growth   June 2021 – January 2022
- Built out team of data scientists and engineers tasked with deploying ~$8M in projected annual spend across digital advertising (paid social media, SEO/SEM), outbound email and direct mail that has generated ~$10M in ACV pipeline in ~5 months on a first touch basis
- Led an internal tooling project to automate lead generation and subsequent follow-up to create cost-efficient pipeline generation flywheel

Verkada   **San Mateo, CA**
Demand Generation Lead   November 2020 – May 2021
- Scaled Direct Mail growth channel in inaugural quarter on team by 7x in 3 months, accounting for ~50% of lifetime company Direct Mail sends through improvements to operational efficiency and supply chain optimization, resulting in $5.4M of revenue pipeline generation on an efficiency of 9.5:1 pipe to spend ratio, turning Direct Mail into the second most important marketing channel
- Recruited 3 former Wall Street traders/structurers, including former manager at Morgan Stanley
- Renovated existing marketing attribution model to accommodate significant changes to custom CRM architecture

Sales Recruiting   September 2020 – October 2020
- Spent 2 months leading Sales Recruiting operations and analytics, including better candidate pipeline visibility
- Led a web development team and a film production team to launch sales career page to provide hiring uplift

Senior Sales Operations Manager   September 2019 – August 2020
- Member of Sales Operations team that grew in headcount from 3 to 10 people in 6 months
- Began at Verkada by managing commissions for Sales Org of 120 people; reduced man-hour time by 70% by scripting everything; spearheaded transition to dedicated software, including evaluating different solutions as decision-maker; hired a backfill
- Scaled up sales territory carving process including designing a scoring model, integrating a paid tool; hired a backfill
- Ramped up from zero prior knowledge about Salesforce/CRMs to deploying Apex code into production environment in 3 months
- Worked directly with CFO and Co-Founders prior to creation of Strategic Finance team to renovate the company operating model; performed scenario analysis to revise company targets in early days of COVID-19 pandemic

Morgan Stanley   **New York, NY**
Rates Trading Associate – USD Interest Rate Options/Exotics Desk   April 2015 – May 2019
- Primary trader, USD short-dated interest rate options market-making desk, leading a two-person team within the larger Interest Rate Options/Exotics Desk
- Managed the risk and customer relationships of a $20-40mm annual P&L business, including market-making, trading and hedging USD interest rate derivatives (OTC vanilla swaptions, UST bond options, and exchange-traded volatility products on the CBOT and CME)
- Four years of experience and familiarity working with severe time constraints, imperfect information, probability-weighted decision-making frameworks, unpredictable dynamic market conditions, and non-orthogonal directives from colleagues, clients and counterparties

Analyst – USD Interest Rate Structuring Desk   June 2014 – March 2015

SKILLS, ACTIVITIES & INTERESTS

Technical Skills: (proficient) SQL | (working knowledge) HTML, CSS, JavaScript, Python, Github, Node.js
Frameworks/Libraries: (working knowledge) Svelte, React
Tools: (all expert level) Salesforce, Marketo (certified), Looker (lookML fluent), Snowflake, BigQuery, Excel (Wall Street), Bloomberg | (working knowledge) MS Visual Studio Code, FiveTran
Languages: Korean (bilingual), Spanish (conversational)
Activities: Producer of viral YouTube video *MIT Gangnam Style* (5.4M views); Film Production - Associate Producer, ***La Restauración*** (2020)
Interests: Tech Futurism/Philosophy | Law & Regulation | Creative Writing | Skiing, Cycling, Basketball, Tennis