

ANDY KIM

11 Dixwell Avenue #308 | New Haven, CT 06511
253.359.0581 | andy.kim@yale.edu

EDUCATION

YALE SCHOOL OF MANAGEMENT

Master of Business Administration (MBA)

2018

- YALE ENTREPRENEURIAL INSTITUTE (2016 – Present): Venture Creation Advisor. Helped select early stage Yale ventures for incubator, directly advised a mobile learning platform (featured on Product Hunt, 1000+ upvotes)
- Amazon Case Study Finalist | Technology Club | Hockey Club

OREGON STATE UNIVERSITY

Bachelor of Science in Computer Science (BS) | 3.5 GPA

2018

- C++ | HTML | CSS | JavaScript

UNIVERSITY OF WASHINGTON

Certificate in Project Management

2015

Bachelor of Arts in Economics (BA), Bachelor of Arts in International Studies (BA) | 3.7 GPA

2011

PROFESSIONAL EXPERIENCE

BANK OF AMERICA MERRILL LYNCH | GLOBAL BANKING AND MARKETS

Vice President | Product Management

2015 – 2016

- Received Achievement of Performance Excellence Award (annually awarded to top 3% of employees) for leading 25-member team to design and launch knowledge-management software for 7 different business lines; averages 1,000 daily users and saves an estimated 40,000 annual work hours
- Evaluated and led strategic initiatives as only junior member of “Simplify and Improve” Steering Committee:
 - Managed 7-member team to revamp origination process for traded products; impacts 6,000 transactions per year, resulting in reduced time to complete (40 min to 8 min) and lower error rate (31% to 17%)
 - Collaborated across several bank functions (front office, legal, operations) and internal bank software (originations, monitoring, systems of record) to develop new capability which automates legal documents
 - Directed programs for Recognition (annual budget of \$120,000), Business Continuity (planning for emergencies such as Hurricane Sandy), and Corporate Workplace (efficient use of office space)

Process Design Consultant | Product Management

2013 – 2015

- Led data remediation efforts involving 1,500 employees for the 3Q 2015 Comprehensive Capital Analysis and Review (Federal Reserve stress test)
- Implemented a new Basel III regulatory ruling, High Volatility Commercial Real Estate; spearheaded strategic planning, developed procedure changes with legal counsel, and designed changes to underwriting software

Portfolio Management Officer | Credit Products West Region

2012 – 2013

- Advised major US airline to restructure \$30M facility by performing in depth financial analysis (operating performance, cash flow metrics, leverage profile) and building stress case scenarios for projected oil prices

Analyst | Credit Products West Region

2011 – 2012

- Built a multi-year projection model for a transportation company that leveraged industry data and peer companies; key industry insights led to a \$60M debt issuance and conversion of treasury products
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ADDITIONAL INFORMATION

RAABATI (2010 – 2011): Founder. Designed athletic apparel, sourced production from China, distributed to retail stores

COLLEGE PRO (2007 – 2008): Business Owner. Generated \$73,000 in revenue, recruited/trained/managed 13 employees

KOLLABORATION (2012 – 2013): Director of Finance (non-profit). Managed budget of \$35,000, secured sponsorships from Verizon and MNET, mentored three finance students, staged successful showcases (1,000+ in attendance)

Other: Seattle Marathon (Nov 2014), H.S. Tennis Captain, long-suffering Seattle Mariners fan, board game addict