

ANDY KIM

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EDUCATION

YALE SCHOOL OF MANAGEMENT

Master of Business Administration (MBA)

2018

- YALE INNOVATION FUND. Conducted due diligence on portfolio companies and provided advisory services (strategic direction, financial analysis, monetization strategy) for investor presentations
- YALE ENTREPRENEURIAL INSTITUTE: Advisor. Served on the selection committee for incubator program, advised Py (Y Combinator SC'17) and Releaf (Y Combinator SC'17)
- MGT 843 FinTech TA | Amazon Case Study Finalist | Technology Club | Hockey Club

OREGON STATE UNIVERSITY

Bachelor of Science in Computer Science (BS) | 3.6 GPA

2018

- C/C++ | Python | SQL

UNIVERSITY OF WASHINGTON

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

2011

- Professional Certificate in Project Management (2015)

PROFESSIONAL EXPERIENCE

ZYNGA INC.

Product Manager Intern

Summer 2017

- Self-initiated an analysis of in-game event; analyzed data, verified hypothesis with experiments, and implemented tech changes to allow for personalized difficulty settings
- Led development of leagues feature; studied users behaviors, created/communicated product roadmap, designed specifications, and collaboratively built prototype with engineers (feature to be released in Q4)

BANK OF AMERICA MERRILL LYNCH | GLOBAL BANKING AND MARKETS

Vice President | Product Management

2013 – 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 1,140 daily internal users and saves an estimated 42,300 annual work hours
- Evaluated and led initiatives as only junior member of “Simplify and Improve” Committee for Global Banking and Markets Division (company-wide strategy with deliverables to CEO and Board of Directors):
 - Managed 7-member team to revamp origination process for traded products; impacts 6,150 transactions per year, reducing time to complete (41 min to 8 min) and lower error rate (31% to 17%)
 - Implemented a new Basel III regulatory ruling (HVCRE); spearheaded strategic planning, developed procedural changes with legal counsel, and designed changes to financial analysis software

Portfolio Management Officer | Credit Products West Region

2012 – 2013

- Generated financial valuation model of an acquisition for a large public tech company; analysis helped secure lead role in \$287M acquisition and capital restructure (\$90M debt issuance)

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 \$63M debt issuance and conversion of treasury products

ADDITIONAL INFORMATION

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

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

OTHER: board game addict | hiked 80 miles of Pacific Crest Trail | aspiring globetrotter (20 countries visited)

WEBSITE: andykimmay.github.io