# Byungyoon Kim Resume

- Results-oriented Operations Specialist with a strong background in maximizing operational efficiency through data analysis and workflow automation.
- Leveraging bilingual proficiency in Korean and English, I excel at streamlining cross-functional communication and optimizing complex business processes.
- Proven track record of reducing manual operational tasks by over 90% through technical innovation (Python, Google Apps Script), directly contributing to team productivity and data accuracy.

## Additional Information

- **Hankuk University of Foreign Studies (Seoul, Korea)**
  **Bachelor of Business Administration**
  2018 - 2025

## GOOGLE Experience

**Google Cloud**

**Sales**
Program Manager
*2024.12.16 - Present*
**Active ·**

- Enhanced the efficiency of the external inquiry process by developing 'CorpFinder,' an AI-powered agent utilizing Gemini API. Streamlined information sharing and client verification workflows, significantly reducing response times for global partners.

- Optimized data processing workflows by engineering a Python-based automation solution for account consolidation. Successfully reduced a 671-hour manual task to just 8 hours, demonstrating strong capability in handling large datasets and improving operational productivity (Awarded Peer Bonus).

- Automated internal communication processes by building a Google Apps Script pipeline that gathers and summarizes news for 267 clients. Ensured timely delivery of localized content and maintained high quality of information sharing across the organization.

- Presented at 3 partner "Prospecting Day" sessions and managed a record-breaking webinar series (330 concurrent attendees, 119 survey responses), earning a Peer Bonus.

- Developed an automated workflow using Workspace Flows that notifies the team via chatbot whenever a client company receives new investment, having already delivered 36 timely funding alerts.

## GOOGLE Highlights

**Skills**

- **Languages:** Korean (Native), English (Business Proficient)
- **Operation Tools:** Advanced Google Workspace (Docs, Sheets, Slides, Apps Script), Salesforce, Slack
- **Data & Automation:** Python, SQL, Workspace Automation, Data Processing

**Peer Bonuses**

- **Driving a 10x Increase in Efficiency Through Automation:** Recognized for boosting team efficiency by 10x through the development of a suite of automation tools (automated profiling, news alerts, BI tool) that streamlined critical workflows.

# GOOGLE Experience

- **Proactive Contributions to Event Operations & Communications**: Awarded for playing a pivotal role in the successful delivery of webinars for the first half of the year and for taking the initiative to establish a new email/newsletter process for timely information sharing.

- **Developing Strategic AI-Powered Sales Tools on Google Cloud**: Awarded for developing a suite of AI sales tools (notably "CorpFinder") that strategically showcases Google Cloud's native technology as a viable replacement for third-party solutions while easing the daily work of colleagues.

# Pre-Google Spotlight

**Bebridge**
Growth Manager
*2022.05 - 2023.03*

- Leveraged Amplitude to analyze user behavior patterns, identifying key demographics for operational expansion.

- Redesigned pricing policies based on data insights, directly contributing to a **2x increase in monthly revenue** and optimizing user activation workflows.

**ScaleupSquad**
Data Engineer
*2024.07 - 2024.12*

- Consulted with clients to define core business KPIs and translated requirements into actionable data tracking systems (GA4, Amplitude).

- Enabled data-driven decision-making for client teams by establishing reliable data pipelines and reporting structures.

**42 seoul**
Cadet
*2020.03 - 2022.01*

- Developed strong logical thinking and problem-solving skills through intensive peer-learning projects focused on algorithms and system structures.

# Side Project

**Resistance Avalon**
*Website ([Link](Link)) ([Manual](Manual)) ([Repository](Repository))*

- **End-to-End Project Management:** Successfully planned, launched, and managed a web-based platform serving **600–800 monthly active users**, overseeing the entire product lifecycle from concept to deployment.

- **Process Automation:** Automating complex game rules and logic systems to replace manual intervention, allowing users to focus on strategic gameplay without administrative friction.

- **User Experience Optimization:** Implemented real-time data synchronization to ensure seamless interaction for multiple users, resolving latency issues and enhancing overall service quality.