

DANNY K.P. YOON

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EDUCATION

New York University, Preston Robert Tisch Center for Hospitality, Tourism, and Sports Management Class of 2014
New York, NY

Bachelor of Science in Hospitality & Tourism Management

- Concentration: Lodging Development | GPA: 3.5/4.0

The Julliard School

Sep 08 – May 10

Evening Division

New York, NY

- Advanced piano performance courses: With Power and Beauty with Liz Huang, and Learning to Listen with Dr. Julie Jordan

MILITARY SERVICE

Republic of Korea Army, 9th Infantry Division, 29th Regiment Sep 10 – Jun 12
Headquarter Il-San, Korea

Sergeant Squad Leader, Supply & Armory Management

- Performed preventive maintenance checks (“PMC”) and drafted reports on weekly, monthly, quarterly and annual basis
- Evaluated daily performances of eight soldiers and took responsibility for their safety, training and actions as a squad leader
- Participated in numerous exercises that include KCTC(Korea Combat Training Center), RCT(Regiment Combat Team), FTX, etc.

PROFESSIONAL EXPERIENCE

Hersha Hospitality Trust - Hersha Hospitality Management May 13 – Dec 13
Intern, Regional Revenue Management Department New York, NY

- Compiled daily Pace reports and analyzed the hotels' standing performance and notified the directors of revenue of large variance of pick up/loss of business
- Developed analytical tools and customized reports that assisted in maximizing total hotel revenue and profit
- Analyzed projections of short- and long-term room rates and trends in group inventories to identify our BAR
- Attended weekly sales strategy revenue meetings with General Managers and Sales Managers
- Learned to utilize revenue management tools for the Hilton, Hyatt, IHG, Starwood and Independent brands

KSURE, Korea Trade Insurance Corporation Nov 12 – Jan 13
Intern, Risk Analysis Department, Sovereign & Industry Credit Rating Team Seoul, Korea

- Gathered data on current economic and political issues for monthly in-depth country risk analysis reports
- Analyzed economic and political trends in target countries to evaluate financial stability for clients' trading businesses
- Drafted memos for internal discussion after reviewing various country risk reports from different risk rating institutions

Shenyang Academy Jun 10 – Aug 10 / Jul 12 – Sep 12
Co-manager / English Instructor Shenyang, China

- Consolidated non-operating business service (mathematics department) in order to maximize operational efficiency and reduce operating expenses
- Redefined the target segment which expanded the company's customer base and boosted sales by more than double
- Increased student enrollment by implementing innovative educational methods in standardized tests whilst tutoring middle school and high school students

JF Capital Advisors Feb 10 – May 10
Intern, Finance/Development New York, NY

- Researched and analyzed market trends in hotel real estate to provide relevant raw data for supply and demand analysis
- Assisted in the underwriting process of a potential hotel location, Compiled the risk analysis relating to the project

Gramercy Park Hotel Dec 08 – Mar 09
Intern, Food & Beverage, Roof Top Club Management New York, NY

- Performed maître'd' duties such as greeting and leading guests to designated tables, inputting guests' information into the POS system, assisting customer inquiries and services, and providing solutions to guests' complaints
- Assisted the Roof Top Club manager in hosting special events such as weddings, celebrity parties,

and various other occasions

LEADERSHIP & ACTIVITIES

NYU Korean International Students

Nov 08 – Present

Organization (KISO)

New York, NY

Executive Officer

- Coordinated academic and networking events for 200+ members, providing opportunities for current students to discuss with KISO alumni on various subjects such as current business trends and different career fields
- Developed and launched a mentoring program to assist freshmen in adapting to the NYU community through participating in regular monthly meetings with their designated mentors and other special events

Palladium Gym, New York University

Oct 08 – May 10

Life Guard

New York, NY

- Supervised the safety of pool users and provided emergency procedures such as CPR and first aid in case of emergency
- Enforced rules and maintained vigilant observation of the duty area and facility users in order to deter any injuries

CERTIFICATES & SKILLS & INTERESTS

- Certificates: STR Certification in Hotel Analytics (CHIA), National Lifeguard, Swimming Instructor
- Language: Fluent in Korean; Basic knowledge of Mandarin
- Technical Skills: Microsoft Word, PowerPoint, Excel, One Note, Outlook, SalesPro, Perform, and Brains
- Interest: Improvising music, Exercising (Gym), Swimming, Running, Soccer, Skiing, Rugby, Cooking Korean food, Peanut butter