

Kyung Mo (Calvin) Koo

kyungmkoo13@gmail.com | (213) 503-9944 | www.linkedin.com/in/calvin-koo-9aa869158/

EDUCATION

Claremont McKenna College

Bachelor of Arts in Economics and Asian Studies

Honors: Phi Alpha Theta Honors Society

Claremont, CA

Dec 2022

Harvard Westlake School

High School

Los Angeles, CA

May 2018

PROFESSIONAL EXPERIENCE

AlphaSights

New York, NY

Associate - Private Equity

Jan 2023 – Present

- Tasked with directly leading an account with \$2B AUM and in the first month of leading the account, achieved monthly YoY growth of 20%
- Ran and delivered 5 product demos, successfully onboarding 60% of my direct account onto AlphaSights' proprietary client platform
- Executed multiple insight transactions with internal, cross-functional teams in a successful growth investment in PDQ conducted by TA Associates and Berkshire Partners
- Successfully achieved 65% SOW for a key investment client with \$20B AUM increasing account growth by 32%
- Developed and trained first-year associates in Q3 of 2023, successfully helping my direct trainee perform within the top 15% of a 60-person measurement group

Coda

Los Angeles, CA

Growth Intern

Feb 2022 – May 2022

- One of 20 students selected in US for competitive 12-week growth internship program
- Worked directly with the Coda growth and GTM strategy teams to ideate and implement growth strategies across campuses
- Published templates for students, campus organizations, and administration targeting the higher education market segment

AlphaSights

San Francisco, CA

Summer Associate

May 2021 – Aug 2021

- Executed primary market research for mid-market PE firms (avg. \$45B AUM) across their deal lifecycle
- Independently drove bottom-line by conducting target industry research and analyst reports to advise possible M&A deals generating \$15K in additional revenue for the firm
- Successfully obtained a return offer after performing within the top 10% of 75 total company interns across two US offices

OTHER EXPERIENCE

AlphaSights – Product Liaison

Aug 2023 – Present

- One of 7 associates at the firm elected to work cross-functionally with the product, internal consulting, and sales operations team to synchronize product feedback on AlphaSights' internal systems
- Gathered multiple data points across a 400-person wide business unit to ideate on internal product improvements to improve Associate workflow
- Successfully helped implement a feature re-work to boost Associate satisfaction regarding a company-wide metrics-based performance tracker
- Leveraged monthly performance data/KPIs to support firm-wide product and business development initiatives along with senior leadership as a cross-functional contributor

App Academy – Software Engineering Student

May 2022 – August 2022

- Participated in a 16-week intensive software engineering bootcamp leveraging Ruby on Rails, Javascript, React, Redux, and PostgreSQL to create two full-stack CRUD applications

SKILLS AND CERTIFICATES

Skills: Python (Proficient), SQL (Intermediate), JavaScript (Proficient), React (Intermediate), Microsoft Excel, PowerPoint, Word

Languages/Certifications: Korean (Fluent)

Interests: Soccer, Baseball, Hiking, Running, Korean Food