Danny Kim

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Professional Experience

Mastercard *St. Louis, MO*
Data Scientist, AI Ops Team *Jan 2022 - Present*
- Develop NLP models (intent classification and topic modeling) for internal tickets and server logs to automate categorization
- Design and implement the ML Ops pipeline, using Jenkins and PCF, to produce automated reports for DevOps and Operation teams
- Build intelligent monitoring tools and detectors for the services on Mastercard Operations, reducing abnormal behaviors by 10%
- Create a reporting tool of Mastercard's sustainability KPIs through joining all relevant databases, including energy consumptions of data centers and automating the calculation of KPIs

FamePick (Influencer Platform Start-Up) *Redwood City, CA*
Product Manager *May 2020 - July 2021*
- Increased average session duration by 40% and user retention rate by 10% for LinkFolio (main product for influencers) by analyzing user behavior data and customer feedback to improve user experience on platforms and develop new feature
- Led a cross-functional team to establish product requirement for social sign up that increased conversion from 5% to 40%
- Conducted product-market fit analysis to pivot agency industry through executing strategic product roadmap by developing goals and managing initiatives; successfully exceeding the initial sales target in 3months
- Introduced and led weekly KPI discussion through adopting data analytics tools to measure performance for web and mobile apps

Research Experience

When do economic sanctions work? (Honors Thesis) *May 2020*
- Built an empirical model to identify the importance of legislative and opposition parties

South Sudan: the Worst Humanitarian crisis in Africa and what UK can do (Hansard Scholar) *Fall 2018*
- Provided the insight into Professor Rosas' research project regarding the relationship between local parties and national candidacies in Latin America
- Collected the provincial and presidential election results on Latin American countries and coded data to find the correlation of information through 'R' software

Relevant Experience

Northern Light Venture Capital *Seoul, Korea*
Venture Capital Analyst Intern *Nov 2021 - Feb 2022*
- Produced industry overviews of consumer and enterprise businesses in Korea to report current market size and highlight opportunities
- Led due diligence of three start-ups through conducting the product-market fit analysis, analyzing the company financials and industry outlooks, and interviewing founders and industry experts
- Assisted in raising first fund in Korea through creating a pitch book for LPs, searching for partnerships, and reviewing term sheets

IMM Investment Corp. *Seoul, Korea*
Growth Equity Analyst Intern *January 2018 - July 2018*
- Advised fund exit strategies by interviewing C-suite executives and updating forecasting model of 30+ portfolio companies
- Created deal proposals for 9 ventures focusing on investment rationale and feasibility of IPO to assess profitability of investment
- Published a Korean e-commerce industry report on industry trends and key players' strategies based on expert interviews and research

FCB Finance Institute *Seoul, Korea / Hong Kong*
Program Manager *Nov 2017 - June 2018*
- Launched three 6-week M&A case competition programs by constructing curriculum and managing 30+ participants
- Recruited case competition participants for programs through screening resumes and conducting individual interviews

Education

Washington University in St. Louis *St. Louis, MO*
Master of Science in Computer Science, GPA 4.00 *Dec 2021*
Bachelor of Arts (Honors) in Political Science and Business (Accounting), Minor in Computer Science, GPA 3.82 *May 2020*
- Washington University Merit-based Scholarship & First Class Honors in LSE Dissertation
- Teaching Assistant : Data Structure and Algorithm, Introduction to Artificial Intelligence, Managerial Statistics II, System Security

Other Activities: Developer Student Union, Student Union (Activities Committee), Washing University Student Investment Fund
Languages: Bilingual in English and Korean; basic proficiency in Mandarin, Spanish, and Swahili
Technical Skills: Python, R, Tableau, Java, React, HTML, PHP, SQL, AWS Firebase, MS Office
Passions: Art Enthusiast, Liverpool FC Supporter, Traveler (visited 15+ countries), Video gamer/ programmer