

# Philip Song

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## Education/Certifications

- Tufts University, School of Arts and Sciences**, Medford, MA *August 2019*
- Bachelor of Arts in International Relations; Concentration: International Finance; Cum. GPA: 3.32
- Asian Pacific International School**, Seoul, South Korea *May 2015*
- SAT: 2280; SAT II: Math Level II 800, US History 800, Literature 730
- CFA Exam Level I; Level II Candidate *December 2019*
- FINRA Securities Industry Essentials Exam *August 2019*
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## Work Experience

- Hive AI - Enterprise Sales and Business Development** *Oct 2019 to Present*
- Promoted two enterprise-level SaaS solutions and generated a \$3.6M+ ARR pipeline across 30+ clients
  - Delivered demo pitches to senior staff in Sports & TV Marketing/Media at Fortune 500 companies
  - Audited model results and helped calibrate ASR model parameters prior to client testing via API
  - Completed RFIs and RFPs for critical enterprise deals
- Lazard Ltd. - Investment Banking Summer Analyst** *July 2016 to Sept 2016*
- Assisted in creating marketing materials such as company profiles and pitch decks
  - Conducted basic precedent transaction analysis and comparable company analysis
  - Assisted in drafting materials exchanged between multiple sides of ongoing cross-border deals
  - Conducted research and prepared daily M&A memos sourcing Mergermarket
- CNBC International - Equity Research Intern** *May 2016 to July 2016*
- Analyzed 10Qs, 10Ks, analyst reports, and news stories of large market cap (\$1b++) Asian companies
  - Created time series charts on metrics such as share price, multiples, earnings, used on the broadcast
  - Independently sourced, wrote, and delivered 4 stories for broadcast on AM television (~100k viewers)
  - Other: Fact-checking, drafting interview questions, translating documents (Korean to English), media requests, etc.
- MA State Senate Committee on Bonding, CapEx, and State Assets - Intern** *Jan 2016 to May 2016*
- Independently led a Senate-mandated research project on the implementation of a distance-based variable pricing model for Massachusetts rapid transit systems
  - Collected data from various sources (government-sourced housing data, meetings with relevant transportation officials, MBTA reports), built a multivariable regression model, interpreted findings in a 30 page report, and presented to the committee chair
  - Report was featured in a seminar on research-based policymaking hosted by State Senator John F. Keenan
- Wall Street Survivor - Stock Trading Competition** *Sep 2015 to Jan 2016*
- Diversified portfolio with TMT and energy stocks and EM bonds, placed 6th in CA, 204th of 850k globally
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## Extracurricular

- 180 Degrees Consulting - Consultant** *Sep 2015 to Feb 2016*
- Delivered actionable solutions for improving business efficiency and cost reduction to non-profit clients
- Tufts Financial Group - TMT Analyst** *Sep 2015 to Feb 2016*
- Led TMT equity research and modeled investment opportunities using DCF and comparable company analysis
- Interests:** Intramural baseball, World Series of Poker, creative writing, AI/ML, stand-up comedy, part-time clown