

# Philip Song

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## Education/Certifications

### Tufts University, School of Arts and Sciences

August 2019

- Bachelor of Arts in International Relations; Concentration: International Finance

**Cumulative GPA:** 3.32; **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