

**SUNG WOO AHN CFA, CPA**  
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## Education

- 2000-Present **MIT SLOAN SCHOOL OF MANAGEMENT** **Cambridge, MA**  
Candidate for MBA, June 2002  
Intended Track: Financial Management  
Member - Finance Club, Investment Management Club, Sloan Ambassadors
- 1989-1993 **THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA** **Philadelphia, PA**  
Bachelor of Science in Economics with concentrations in Accounting and Actuarial Science  
Graduated Magna Cum Laude; Dean's List  
President - Korean International Student Association; volunteer tutor at inner-city high school;  
reporter for *The Daily Pennsylvanian*

## Experience

- 1998-2000 **BOOZ-ALLEN & HAMILTON INC.** **New York, NY**  
*Associate - Financial & Health Services Group*
  - Internet Strategy Project - Analyzed economics of strategic options and formulated Internet strategy for UK-based global securities firm. Built pro-forma financial models and identified opportunities expected to add \$120 million in revenue.
  - Demutualization Project - Designed demutualization strategy expected to add 20% to net income for large life insurance company. Built sophisticated models with detailed revenue and expense analysis. Performed extensive financial analysis of competitors.
  - Economic Modeling Project - Built complex Excel-based marketing simulator calculating detailed product profitability for international financial services firm. Expanded client's cross-selling capabilities by 125%.
  - Promotion to Associate (Post-MBA Position) - Won accolades for superior teamwork.
- 1995-1997 **DEUTSCHE MORGAN GRENFELL** **New York, NY**  
*Associate - Risk Control*
  - Implementation of RAROC (Risk-Adjusted Return on Capital) - Built and implemented sophisticated risk management model calculating risk-adjusted returns of firm's credit portfolio. Returns improved by 30% over two years after implementation.
  - Risk-Weighted Asset Reduction Project - Created complex model that tracked firm's risk-weighted asset position on weekly basis. Used model as main reporting tool for project, resulting in \$2.8 billion asset reduction.
  - Promotion to Associate (Post-Graduate Degree Position) - Received high praise for successfully assuming responsibilities of Vice President on extended leave.
- 1993-1995 **COOPERS & LYBRAND L.L.P.** **New York, NY**  
*Senior Associate - Financial Services Group*
  - Audit of Financial Statements - Led engagement teams on GAAP and statutory audits of financial statements. Performed detailed analysis of financial ratios, loss reserves, pension plans, foreign exchange trading, long-term investments, and expense accounts.
  - SEC Filings - Worked extensively on 10-K, 10-Q, and S-1 filings.
  - IPO Experience - Assisted financial insurer on successful initial public offering.
  - Early Promotion to Senior Associate - Received promotion after 14 months.

## Personal

Chartered Financial Analyst (1998-present) and Certified Public Accountant (1995-present)  
Fluent in Korean; basic conversational skill in Japanese  
Member - SCUBA Club and Sailing Club; enjoy playing golf and tennis  
Avid college football fan and karaoke singer