

TERRY KIM

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Education

University of California, Santa Barbara

Bachelor's Degree, International Studies
September 2012- July 2016

University of California, Los Angeles

Fullstack Web Development Bootcamp
September 2017 - March 2018

Hard Skills

Computer Software:

HTML, CSS, Javascript, jQuery, Liquid,
Solidity, Shopify, WordPress, MongoDB,
AWS, Firebase, PHP, MySQL, Magento

Other Skills

Rally, Jira, Slack, Discord, Google Apps,
Microsoft Apps, Adobe Photoshop, Adobe
Premier, Github, Heroku, Salesforce, TikTok,
Twitter, Facebook, Instagram, YouTube

Key Skills

- Team Leadership
- Business Development
- Data Analysis
- Tech Savvy
- Agile/Scrum Methodology
- Strategic Planning
- Fullstack Web Development
- Competitor Research
- User Growth Experience
- Contract Negotiations
- Cross-Functional Coordinations
- Strong Presentation Skills
- Event Planning
- Content Creation
- Social Media Marketing

Languages

Korean

Proficient

English

Proficient

Other

YouTube - hyuneeEats

1.7M Subscribers

Experience

Dream Society NFT *Co-Founder* (March - November 2022)

Dream Society is a community-centered NFT project built around connection and collaboration bridging the gap between Web2 & Web3 ecosystem by cultivating IRL events, business partnerships, and utility for holders.

- Directed a team of 22 members in agile environment including artists (Marvel, Dreamworks & Bob's Burgers), solidity developers, content creators, community managers, discord moderators, and assistants.
- Series A funding of \$350K to increase art quality, create a passionate team, enhance marketing exposure, host events, and build a community.
- Reached over 2 million social media visits and featured on numerous NFT news such as WhaleWatcher, NFT News Daily, NFT LA, NFT NYC, and more.
- Managed client onboarding through numerous conferences like Veecon, SxSW, Art Basel, NFT LA & NYC ensuring successful outcome of project.
- Designed and sold 2,222 NFTs in the Ethereum Blockchain on August 2022

Nanowell *Product Manager* (July 2019 - March 2022)

Nanowell is an ERP SaaS company catered to small-medium sized businesses targeting global 3PL shipments and international customers.

- Led cross functional teams of 10-15 employees to revamp the priorities of procedures and business operations, implementing biweekly sprints to define and execute positioning, key benefits, and targeting customers.
- Deployed *Loyalty Rewards* and *International Payment Gateway* feature on ERP software, managed its development, and led its integration across three platforms, leading to an additional 170% in revenue in 2020.
- Conducted biweekly sprint meetings on product performance evaluation and new market research to implement more user-centered features.
- Increased ERP client acquisitions by 35% by attending onsite development and implementing 24/7 live chat in support portal to our developers.

The Crème Shop *Jr Product Manager & Web Dev* (February - July 2019)

The Creme Shop is a leading global cosmetics brand partnered with Disney, Sanrio, BTS, and Kakao that caters to young teens.

- Led a team of 8 employees to convert B2B wholesale structure (WMS) to B2C online store and ERP, bringing in \$2M in revenue quarterly.
- Established and rolled out better development practices for the team in order to improve ecommerce operations, social media marketing 3PL fulfillments, inventory tracking, brand partnerships, and customer support.
- Published over 30 MSDS & qualifications into Amazon FBA, CVS, Walgreen, and Sephora guidelines to create an entrance into major brands.
- Managed company Slack and Jira software to collect user stories, feedbacks, maintain trade shows, and establish internal communications.

Freelance Web Developer (*September 2018 - February 2019*)

After finishing fullstack bootcamp at UCLA, I reached out to many small and local businesses to recreate their websites to a more modern and secure storefront.

- Developed customized front and backend for a variety of businesses using Javascript, PHP, Python, Bootstrap Liquid, and other libraries and databases.
- Built & Managed 4 Influencer websites for YouTube and Instagram.
- Participated in multiple hackathons and group projects to build experience, network, and development in web & software engineering.