

Andrew M. Kim

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Education

Bachelor of Arts, Business Administration

August 2019 – May 2024

GPA 3.32/4.0

W.P. Carey School of Business, Arizona State University, Tempe, AZ

Awards: New American University Scholarship

Skills and Specialties

Technical Skills:	• Advanced Excel	• Salesforce processes	• Lead Generation
	• Technical sales	• Project Leadership	• Budget/Resource Management
	• Data Analysis	• CRM	• Prompt Decision Making

Languages: Korean, Spanish

Professional Experience

Head Coach, ATA Academy, La Habra, CA (562)-697-6201 May 2017 – May 2019, March 2020 – August 2021

- Trained and mentored new students in taekwondo techniques and prepared them for competition.
- Arranged and prepared Rose Bowl Parade float in Pasadena for the Academy to increase exposure and awareness.
- Coached and cornered 2 other students to gold and silver medals during the 2019 Championships in Minneapolis.

Audit Tax Intern, California State University at Fullerton

May 2019 – September 2019

- Analyzed reports in SEC in an unofficial capacity to keep track of reporting by public firms and corporations.
- Created a more time-efficient search engine/database for future student use, cutting project research time by 50%.
- Developed day-to-day postings for student body to use at their discretion, with participation increasing each week
- Mentored by Dr. Myungsoo Son, Associate Professor of Accounting at CSUF, mson@fullerton.edu, 657-278-6848

Junior Warehouse Associate, Amazon, Buena Park, CA

August 2020 – January 2021

- Processed 1000+ inbound and outbound shipments monthly with SAP for retail, increasing on-shelf availability by 12.6%
- Regularly updated Cin7 inventory software, reducing stock discrepancies by 28% and optimizing order fulfillment
- Implemented Honeywell with daily warehousing operations, increasing package identification accuracy by 19% and eliminating the need for manual checks

Operations Manager, ATA Academy, La Habra, CA

March 2020 – August 2021

- Reviewed financial data of the academy and restructured course schedules with training costs, saving over \$5,000 in unnecessary losses due to time-constraints and conflicting schedules.
- Created a social media presence for the academy which increased consistent attendance and enrollment by 80%
- Recruited highly touted taekwondo students from across Orange County to be guest instructors and speakers.

Shift Supervisor, Meet Fresh, Mesa, AZ

September 2022 – May 2023, October 2023 – June 2024

- Sold 8% more seasonal drinks than previous years, encouraging customers to try new drinks as well as managers to create new drinks.
- Memorized over 100+ coffee, tea, and juice beverages and completed 150-200 customer orders each day.
- Develop and implement training and development programs for staff as well as promote a positive working environment (Trained 6 employees in total).

Audit Intern, Clifton Larsen Allen, Phoenix, AZ (602)-266-2248

June 2023 – August 2023

- Performed analytical review of audit documents.
- Led on-site inventory checks to ensure accuracy of company reportings.
- Learned and used software such as PFX Engagement and AIE to revise, record, and share findings.
- Planning, performing, and reporting on internal control testing
- Work on special projects, such as creating process documentation, completing risk assessments, etc
- Assist Internal Audit Manager/Senior in the development of Internal Audit policies, procedures and methodologies

Account Executive, Elevate OC, Santa Ana, CA (714)-725-8577

September 2024 – April 2025

- Developed a personal sales strategy that resulted in becoming a top 10 company sales rep in the United States.
- Partnering with clients such as Amazon Business and UMA to create sales opportunities and broaden customer base.
- Managed a sales pipeline of over 200 potential customers, resulting in a 30% increase in sales revenue in the first five months.
- Used CRM software to track and report sales activity, making successful sales closures faster by 20%
- Identified new market segments for incoming employees, resulting in 50% increased sales and 30% increased employee retention.
- Developed and trained employees in sales techniques, resulting in a leadership graduation rate of 70%
- Achieved company sales records and closed point-of-sale payable accounts at a rate of 80% over 8 months.
- Conducted B2B outbound sales in a D2D format, driving to businesses and conducting customer facing lead generation.

Volunteer Work

Community Assistant, Sarang Community Church, Anaheim, CA (714)-772-7777

August 2010 – May 2019

- Led youth movement to clean and repurpose surrounding church grounds for parking space and recreation
- Installed playgrounds and mapped out dining hall plans for further renovation

Worship Leader, Movement Ministry, Chandler, AZ

May 2016 – May 2019

- Daily rehearsal/practice of songs
- Team building and community enrichment outside of rehearsal
- Consistent practice of instrumental skills

President, Epic Leadership ASU, Tempe, AZ

August 2019 – May 2024

- Regularly met with club members for fellowship and theological study
- Conducted community building and student outreach events for social growth and interaction
- Led club fundraising efforts and established direct community relationships with local churches