HOSUNG KIM

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EDUCATION

University of Southern California, Marshall School of Business – Los Angeles, CA **December 2027**
Master of Science in Business Analytics (STEM), Progressive Degree Program
Bachelor of Science, Business Administration

- Honors: Dean's List (six semesters), Dean's Scholarship, Alpha Lambda Delta; GPA: 3.81

ANALYTICS PROJECTS

AI Product – Roundtable, USC Marshall AI Case Competition – Los Angeles, CA **Fall 2026**

- Reached the semifinal of the 7th Annual AI Global Business Analytics Case Competition with a 7-person team by building Roundtable, a Discord bot (Python, Claude Code, Gemini) that helps MSBA teams decide together
- Scoped the MVP around private, anonymous decision rounds by mapping team-chat failures to root causes, keeping every decision in members' hands and verifying the build with 577 automated tests
- Defined pilot metrics for reply share, time to decision and on-time tasks, and added a private message explainer that lets second-language teammates follow fast chat without asking in public

Industry Partnership Project – Anua x USC KOJOBS, USC – Los Angeles, CA **Fall 2025**

- Led data collection and analysis for a 5-person consulting team by benchmarking 200 TikTok videos and surveying 350 US consumers, revealing that a competitor drove ~20x the brand's TikTok Shop GMV over 28 days
- Identified a pricing sweet spot through price-sensitivity analysis and compared the brand's product detail pages with the competitor's to explain its weak conversion
- Won client adoption of the team's pricing plan by building the visualizations and presenting pricing, bundling and review-accumulation recommendations

EXPERIENCE

University of Southern California, Marshall School of Business – Los Angeles, CA **June 2024 – Present**
Research Assistant

- Standardized 15,000+ firm-year records from SEC filings and commercial databases into a 30-year executive panel for a faculty research program on organization design, closing coverage gaps for 300+ executives
- Designed a reproducible AI-assisted audit workflow (NotebookLM + Python) that flags role-classification errors and cross-year inconsistencies before analysis, ahead of publication in *Strategic Management Journal*
- Launched the *public database site* (612 firms, 216,018 observations) with a codebook, methods pages and usage guide, making the data usable by researchers with no part in collecting it

Sellside Group – Dallas, TX **May – August 2025**
Junior M&A Analyst

- Presented deal rationale in 8 CEO meetings after running owner outreach for 3 lower-middle-market engagements, one buy-side and two sell-side, ahead of CIM delivery
- Built repeatable sourcing, screening and outreach workflows by designing a HubSpot screening rubric from client mandate criteria, narrowing 100+ companies to 5 qualified targets
- Wrote strategic-fit and competitive-dynamics assessments used in client CIMs by analyzing each business's cost structure, customer concentration and supply-chain position

SKILLS, INTERESTS & CERTIFICATIONS

- **Programming**: data cleaning and analysis (Python, R), SQL queries (MySQL, PostgreSQL), version control (Git)
- **Data Engineering**: multi-source data integration, REST API data pipelines, data validation and audit workflows
- **Modeling**: regression, quantile regression, gradient boosting (XGBoost, scikit-learn), ARIMA forecasting
- **Visualization & Dashboards**: Tableau, Power BI, matplotlib, ggplot2, Excel (scenario and sensitivity models)
- **AI Tools**: AI coding agents (Claude Code), LLM APIs (Gemini on Vertex AI), NotebookLM
- **Product & Process**: MVP scoping, Lean Canvas, Agile/Scrum, DMAIC, SPC (Minitab), HubSpot CRM
- **Certifications**: Lean Six Sigma Green Belt, Scrum Master, Anthropic AI Fluency, Google & IBM Data Analytics
- **Language & Interests**: Korean (native), English; golf, esports analytics, reading

LEADERSHIP & SERVICE

Republic of Korea Marine Corps – Gimpo, South Korea **May 2022 – November 2023**
Sergeant

- Led 55 Marines on the Future Operations team through Ulchi Freedom Shield, the ROK-US combined exercise
- Interpreted Korean–English in real time between ROK and U.S. forces, bridging language and command structures