Jeewon Lee

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EDUCATION

Texas A&M University, Mays Business School   College Station, Texas
Dual degree of Master of Business Administration (Finance Focus)   May 2025
and Master of Science in Analytics (STEM)

Seoul National University   Seoul, South Korea
Bachelor of English Literature and Linguistics   Feb 2015

TECHNICAL SKILLS

Advanced in Microsoft Excel, SQL, Tableau, Intermediate in Python, R, SAS, JMP, Palentir

EXPERIENCE

AT&T Inc.   **Dallas, Texas**
Summer Analytics Intern   June – Aug 2024
- Conducted **Customer Margin Decile Analysis** on Wireline Fiber customers, presenting findings to the AVP
- Analyzed key metrics including revenue, credit amount, and margin across various attributes (e.g., speed tier, sales channels) by deciles using **SQL code**, Key insights included the impact of Early Churners on the Gross Add cohort and the effects of the special bulk offers on bill credits

Shilla Duty-Free (Samsung Group)   **Seoul, South Korea**
Merchandising   October '21 – June '22
- Successfully negotiated best-selling merchandise deals with third-party brands and cross-functional teams, achieving record-breaking **sales volume of $80 million** and capturing a substantial market share in 2021
- Strategically and continuously improved brand investments, resulting in a **15% year-over-year increase** in the group's Key Performance Indicators (KPIs)

Global Strategic Planner   March '20 – October '21
- Developed and forecasted **financial statements (P&Ls)** for international airport duty-free stores, providing weekly reports to CFO
- Coordinated **executive-level board meetings** involving CEOs and shareholders, fostering a safe and positive collaboration channel between joint venture firms ex. 3Sixty (An American travel retail company)

Senior Operations Manager, Dispatch to Thailand   June '17 – July '18
- **Led a team of 30** in the Thailand joint venture, directly **supporting the Chief Operations Officer (COO)**
- Spearheaded sales planning and budgeting applying diverse simulations, reported financial status of the JV, and **oversaw operations including supply chain, logistic, and sales operations**

Sales Operations Manager   March '15 – June '17, July '18 – March '20
- Managed a portfolio of over **50 brands**, including renowned brands like Louis Vuitton and Dior, and led organizations of **more than hundred brand staffs**
- Designed staff incentive schemes and implemented special sales promotions for aging inventory, resulting in **monthly sales increase of up to 50% and 20%** respectively

SKILLS, ACTIVITIES & INTERESTS

Languages: Fluent in Korean and English
Certifications & Training: Korea National Open University (2023): Statistics, Python, R, SQL (GPA 4.2)
Activities & Awards: FTI Consulting Team Case Competition 2nd place (2023), Member of AiB Consulting Club and Finance Club (2023): worked on consulting case for insulin pen implementation
Certifications & Training: Online Python Bootcamp in Udemy (2023), Linkedin Learning Certifications of Tableau (2024)