

DON KIM

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- Education: **NEW YORK UNIVERSITY** New York, NY
Leonard N. Stern School of Business
Master of Business Administration, May 2013
Specializations in Entrepreneurship and Innovation, Product Management
- Scholarship Recipient, Consortium for Graduate Study in Management
 - Fellow at InSITE
 - VP of Community, Entrepreneurs' Exchange; Member, Entertainment Media and Tech Association
- UNIVERSITY OF WASHINGTON** Seattle, WA
Bachelor of Science in Computer Science, minor in math, June 2004
- Experience: **GOOGLE** Mountain View, CA
Summer 2012 **gTech Graduate Intern**
- Conducted market analysis and technical due diligence of retail solutions to augment Google Wallet's merchant platform
 - Proposed a go-to-market plan to enter new verticals for the merchant platform
 - Engaged in meetings with retail solution companies to discuss potential partnership opportunities
 - Developed a scalable certification process for onboarding new developers for mobile payment solutions
 - Collaborated closely with product management, engineering, developer relations, and partner solutions teams to define requirements for online merchants and brick and mortar retailers on Google Wallet
- 2010–Present **GARLIC DUMPLING, LLC** Lynnwood, WA
Founder and CEO
- Developed and submitted eight well-received apps for Apple's iPad and iPhone; featured in "The Rough Guide to the iPad"
 - Marketed apps via social media and reviewer outreach, generating significant increases in sold apps
 - Consulted technology startups on mobile platform strategies
- 2007–2010 **NOKIA** Kirkland, WA
Software Developer Lead
- Led four full-time employees and a dozen contractors on developing desktop and mobile sites
 - Partnered with groups globally on interfacing between services and built a services-wide authentication system that resulted in a seamless experience for users signing into all of Nokia's service offerings
 - Interviewed and hired developers, testers, and program managers, resulting in building a new branch in the Seattle area with 50 employees and contractors
 - Directed redesign of Nokia's service, leading developers, testers, and program managers across our organization to meet tight deadlines
 - Built a service that grew from tens of thousands of members to over ten million
 - Managed contractors and their firms, balancing our budgets with our goals
- 2004–2007 **TWANGO (acquired by Nokia)** Woodinville, WA
Software Developer
- Designed, architected, and developed a significant portion of the entire infrastructure, leading to an intuitive service that made sharing photos and videos both easy and fun
 - Led marketing efforts including: sponsorship of local events such as "Battle of the Bands", attending career fairs and blogger outreach, resulting in rapid growth
 - Engaged in due diligence during the Nokia acquisition, facilitating office planning and budgeting
- Additional:
- Languages: Korean (fluent)
 - Interests include: entrepreneurship, photography, piano, tennis, and basketball