

# Kitae Kum

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## EDUCATION

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**Rutgers, The State University of New Jersey** Newark and New Brunswick, NJ

*PhD in Management, Accounting Concentration (September 2020 - expected May 2025)*

- Business : Accounting Theory
- Economics : Mathematical Methods For Microeconomics, Microeconomic Theory

**Columbia University** New York, NY

*MA in Statistics (September 2018 - December 2019)*

- GPA: 3.64 / 4.0; Business and Economics-focused Statistics track
- Business : (Acct PhD seminar) Valuation and Financial Statement Analysis, Game Theory
- Statistics : Linear Regression Models, Time Series Analysis, Probability
- Mathematics : Calculus 1 & 2, Intro to the Theory of Mathematical Finance

**Korea University** Seoul, Korea

*BA in Economics (March 2003 - August 2011)*

- GPA: 3.61 / 4.0; awarded an Academic Excellence Scholarship (Class Top 3%)
- Economics : Microeconomics, Macroeconomics, Applied Economics Seminar
- Statistics : Time Series Analysis, Regression Analysis, Mathematical Statistics

**National Institute for Lifelong Education** (March 2013 - August 2013) Seoul, Korea

- Mathematics : Linear Algebra, Modern Analysis, Probability and Statistics

## PROFESSIONAL EXPERIENCE

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**Samsung Electronics Korea Headquarters** Seoul, Korea

*Manager, Financial Management (August 2011 - Present)*

- Reported the annual and quarterly financial statements to the Financial Supervisory Service (FSS) Institution under the Ministry of Economy and Finance of Korea
  - Examined using discretion to manage earnings for the accounting information disclosure
  - Analyzed competitors' financial statements and reported the analysis to C-Level executives
- Structured the Key Performance Indicators (KPIs) for C-Level sales executives to guide their performance-based compensations by combining revenues, profits, market share, et cetera
  - Tuned finely for each executive to achieve challenging goals by optimizing their work
- Contrived a simulation tool of discontinued models to set sales prices over Break-Even Point by forecasting both 3-month manufacturing costs and market price trends
  - Prevented profit-losing discounts at the last minute of the product life-cycle
- Developed the Performance Level Upgrade System (PLUS) to analyze the profit & loss on a model unit basis, and visualized cost-structures as a time series on major product models
  - Transformed LED TV profit rates from -2% to 4% (from USD -210 to 470 million)

**Samsung Electronics North America Headquarters** Ridgely Park, NJ, USA

*Analyst, Financial Management (September 2009 - August 2010)*

- Constructed the electronic Point of Sales (e-POS) System to manage over 2,500 sales channels from Sell-In (Distributor) to Sell-out (End user), and implanted an auto-calculation algorithm for sales commissions that reduced the calculation time from five days to two
- Managed annual revenue of over USD 60 billion and an annual budget of over USD 8 billion

## SKILLS/OTHER

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**Computer** : Stata, SAS, R, Python, Microsoft Office Specialist (Word, Excel, PowerPoint)

**Professional** : Tax Business Accountant Level 2, Certified by International Society for Business Education

**Volunteer** : American Red Cross Bay Area (San Francisco, CA, 2009), Managed CPR lecture schedules

**Leadership** : Military Transit Administrator (National Defense HQ of Korea, 2005-2007), Supervised military transit orders of ceremonies hosted by South Korea President