

YEONDOO JEONG

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EDUCATION

THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, Texas **May 2028**

Master of Business Administration and Master of Arts in Energy and Earth Resources (Concentration: Energy Finance)

- Honors: Merit-Based Scholarship (\$43,000), GPA: 3.71/4.00, GMAT: 710 (94th percentile Quant)
- Fellowships: Forté Fellow, Duke ClimateCAP Fellow, MIT TEX-E Fellow, KBH Energy Center Graduate Fellow
- Extracurricular: VP of CleanTech/Energy Resources Group, Graduate Business Sustainability Council

SEOUL NATIONAL UNIVERSITY, Department of Political Science, Seoul, South Korea **Feb 2018**

Bachelor of Arts in International Relations, Minor in French Language and Literature

- Honors: Merit-Based Full Scholarship, Korea Foundation of Advanced Studies Leadership Fellow

EXPERIENCE

AUSTIN TECHNOLOGY INCUBATOR, Austin, Texas **Summer 2026**

Senior Associate, Energy Portfolio

- Advised 20+ pre-seed and seed-stage deep-tech ventures across ATI's energy portfolio, conducting market assessments and building financial pro-formas to shape commercialization and go-to-market strategy
- Built an economics model for the UT Battery Buffer with the UT Innovation Team, evaluating BESS strategies to quantify payback and model a ~2,100 tCO₂e/year reduction for UT's gas-powered microgrid, with Tesla and Base Power

SK INNOVATION, Seoul, South Korea **2022 – 2025**

Integrated energy conglomerate (\$54B revenue); operates one of Korea's largest refineries

Manager, Green Business Development & Investment (2023 – 2025)

- Evaluated 10+ climate-tech targets for the firm's CVC portfolio; drafted initial MOIs/LOIs and built DCF models to sensitize 5-to-10-year cash flows, terminal values, and investment IRRs
- Executed a \$25M Series C lead investment in Green Revolution Cooling (GRC) at a \$115.5M post-money valuation (~22% stake); modeled \$10M in downstream revenue synergies to secure final investment committee approval

Manager, Energy Product (2022 – 2023)

- Owned P&L for a 100+ SKU lubricants portfolio, designing a dynamic pricing model and optimizing inventory levels across 10+ accounts to sustain \$5M in annual profit while protecting margin stability
- Commercialized Korea's first carbon-neutral, low-viscosity lubricant line and converted packaging to recycled formats, improving customer fuel efficiency by 3.3% and strengthening company's ESG positioning
- Expanded distribution footprint by onboarding 850+ passenger-car shops and tripling heavy-duty service centers, driving 10× growth in customer visits and measurable market-share gains
- Launched company's first digital retail platform and co-marketing campaign with FC Barcelona, achieving a 9× unit margin increase, 1,700% retail-sales growth, and a 42% reduction in fulfillment costs through 3PL onboarding

KOREA PETROCHEMICAL, Seoul, South Korea **2020 – 2022**

Mid-sized South Korean petrochemical producer (\$2B revenue) specializing in polyethylene and polypropylene resins

Manager, Downstream Sales & Marketing

- Drove 100% YoY sales growth from \$20M to \$40M across 10+ polyethylene and polypropylene accounts by optimizing pricing discipline, demand forecasting, and cross-functional supply coordination
- Restructured customer credit policies to accelerate cash conversion, compressing DSO from a 90+ day average to a 30–60 day range and unlocking \$7M in working-capital efficiency

ROK-US Combined Forces Command, US Army Garrison Yongsan-Casey **2018 – 2019**

Sergeant, Army Interpreter, Deputy Commander's Office

- Delivered interpretation for senior US-ROK military leadership during the 2018 Key Resolve Exercise and command-level ceremonies, enabling real-time decision-making between commands under high-visibility, high-pressure conditions

ADDITIONAL

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- Skills: Financial modeling, valuation, Excel, PowerPoint, Power BI, Python, R, VBA
 - Languages: Korean (Native), French (Fluent), Chinese (Advanced)
 - Interests: Swimming, French and Japanese literature, baking baguettes, backpacking, training my rescue dog