

KATE YE

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EDUCATION

University of California Berkeley, Haas School of Business

2020-2024

Bachelor of Science in Business Administration. Cumulative GPA: 3.84 / 4.0.

WORK EXPERIENCE

Middle Market & Specialized Industries Summer Analyst, J.P. Morgan Chase

2023

- Conducted risk-side analysis of underwriting debt financing deals to middle-market companies (\$20MM - \$2B) and created high-level industry and competitor due diligence reports for 100+ prospective clients.
- Built forecasted financial models of client performance in Excel to create full risk profiles in evaluation of potential lending opportunities, including LBOs and M&A financing.
- Facilitated discussions with senior leadership and C-suites of clients to develop new banking relationships, offer strategic treasury solutions, and optimize growth through debt financing.

Real Estate Research Analyst, Polaris Pacific

2022

- Specialized in data manipulation, visualization, and analysis in Excel, TablePlus, and Tableau. Analyzed and identified 50+ potential national and international projects through pre-construction phase. Created and updated 150+ project trackers via Notion database.

Business Operations Intern, Launchparty

2021

- Oversaw the development of Launchparty's multi-prong go-to-market strategy at UC Berkeley. Spearheaded brand positioning, investor outreach, and industry research alongside the company's CEO. Sourced and recruited 100+ potential clients for alpha launch.

Data Analytics Intern, Clinic Price Check

2021

- Executed guerilla marketing via strategic ad placement to promote new financial assistance tool. Increased impression volume by 120% since joining. Built user engagement logistics and data analysis into marketable OKRs for relaunch of healthcare assistance program.

ACTIVITIES

Founder and CEO, A Drop of Dew Jewelry

2020- PRESENT

- Handcrafted one-of-a-kind jewelry statement pieces featuring gemstones and gold. Oversaw production, financial management, strategic marketing, and personalized customer service. Led team of 5 to make, package, and ship orders to worldwide audiences. Reached 6-figures in sales in under 5 months.
- Expanded sales from hometown to 50 U.S. states and 80+ countries. Gained 30k+ followers across social media platforms. Featured by Australian pop group "Cherry", who debuted my new jewelry line on tour.

Founder and President, Music for the Soul

2017- PRESENT

- Established and directed a nonprofit organization of 100+ students to perform at Bay Area senior homes. Raised \$5,000+ for medical funding at Children's Hospital, Oakland and California wildfire relief.
- Hosted music fundraisers for the OneJustice Organization under Congressman DeSaulnier to support legal services for immigrant families.

Internal Vice President, Microfinance at Berkeley

2021- PRESENT

- Provided pro-bono consulting services to Bay Area small businesses to improve customer acquisition and retention rates, redesign business models, and recommend strategic expansion opportunities.
- Sourced, funded, and distributed \$40,000+ in microloans to clients via non-profit partner Kiva.

VP of Marketing, Undergraduate Impact Investing Society

2021- PRESENT

- Designed and launched website and LinkedIn. Achieved internal network growth rate of 200% upon joining. Collaborated with leadership councils across 10+ college campuses to create branding and growth campaigns.

AWARDS AND RECOGNITIONS

J.P. Morgan Investment Banking Virtual Experience Program with Forage

2023

- Trained in buy-side M&A fundamentals, DCF analysis, financial modeling, and comparable companies analysis.

LinkedIn Case Competition, Finalist

2022

- Created competitive branding strategy to engage college students with the LinkedIn Learning platform.

American Association of University Women Award

2020

- Selected from four school districts for leading innovative community projects in empowering women.