

KANG, Heejin

EDUCATION

Seoul National University

B.A., Major in Economics

- Cumulative GPA 3.65/4.3 (Merit Scholarship for 2016 Spring & Fall, 2017 Spring, and 2018 Fall)

United World College of Southeast Asia

Gr 10 – Gr 12, Bilingual IB Diploma

WORK EXPERIENCE

Samsung Securities, Research Center

2024.02 – 2025.07

Analyst for Tech Team, covering Robotics sector

- Selected Experiences:
 - Key publications: In-depth initiation ([link](#)), Tech Talk - Youtube ([link](#)), weekly breakdowns ([link](#))
 - Key events: Robot Conference 2025 ([link](#)), KSS IR Robot Day ([link](#)), Samsung Global Investors Conference 2025 ([link](#))
- Published investment opinions, forecasts and company analyses for nascent robotics makers, ahead of broader market attention
- Expanded Samsung's flagship wholesale-investor conference to include Korean and Chinese robotics companies for the first time, enhancing institutional visibility for listed players, and opening new investment dialogues for private companies and startups
- Initiated new robotics-themed forums with Samsung's retail division, connecting startups and listed companies with retail investors
- Consulted Korean manufacturers' R&D, strategy, CVC teams and C-suite executives on possible entry-point into robotics business

Samsung Securities, Research Center

2021.08 – 2024.01

Research Associate for EV/Mobility Team, covered Autos sector

- Selected Experiences:
 - Key publications: HMC Visit Note "Leveling up in the US" ([link](#)), Tesla Class Series (#6~#8)
 - Facilitated 1x1 meeting sessions between coverage companies' upper management and overseas high-caliber investors
 - Consulted battery maker's marketing team on prioritizing clients, by calculating profitability of automakers' EV business
- Contributed to regular and ad-hoc publications, by modelling company profitability and streamlining process of data archiving
- Facilitated regular and ad-hoc events (1x1 calls, NDR events, production site visits) between investors and coverage companies
- Covered both urgent and longer-term requests on pressing topics, and provided long-short opinions & small-cap recommendations
- Provided opinions on sector forecasts at pre-IPO phases, contributing actively to successful IPO deals (SOCAR, Gridwiz)

Boston Consulting Group

2021.03 – 2021.05

Research Assistant

- Selected Experiences:
 - Delineated competitive landscape of system integrator market, by drawing market map and profiling engineering talent
 - Developed long-term market segmentation strategy, by creating ESS project database of US utilities and developers
- Assisted financial and commercial due diligence, for delineating winning inorganic growth strategy for lithium-ion battery maker
- Facilitated 10+ interviews of industry professionals to confirm business rationale of key players in front-the-meter (FTM) markets

PeopleFund Co., Inc. (Korean Marketplace Lender(MPL))

2020.09 – 2021.01

Intern for Institutional Investor Group

- Selected Experiences:
 - Utilized SQL to streamline Team's performance data management (KPI, Investment Pool Cut, Loan Book, Loan Vintage)
 - Participated in on-site due diligence (ODD) and follow-up conference calls for investment scheme with overseas investor
 - Analyzed SPC cash flow, assisted outlining contract and execution of KRW 3B-worth structured investment scheme
- Contributed to ABL and MBL deal kick-off, facilitated KYC and DD processes involving high-profile overseas entities
- Initiated contact with credit rating agencies, following case study of "agency-rated" ABS schemes of overseas and domestic lenders

GLFI/EXT Department of Société Générale (SG) Bank, Seoul Business Unit

2019.01 – 2019.07

Intern for ECA-Backed Project Finance, Structured Export Finance

- Selected Experiences:
 - Quantified Department's FX risk for AP bond contract, and estimated sovereign risk arising from Turkish Lira crisis
 - Contributed to credit application, LOI issuance and syndication term sheet compilation involving major Korean E&C firms
 - Developed Department's marketing scheme to KEXIM and K-SURE, by creating database of ship financing deal status
- Assisted KYC and DDs, and assessed project risk for upstream and midstream deal schemes in Southeast and Middle East Asia
- Achieved EPC bid win and loan sell-down by collecting and translating client data, government papers and internal correspondences

KEY TRAITS AND OTHER DETAILS

Language Skills

Native Korean and English

Qualifications (KOFIA)

Certified Research Analyst; Certified Investment Manager; Certified FRM