Charles Hwang

Education

Loyola University Chicago, expected May 2020
B.S. Statistics, Minor in Mathematics
Trustee Scholarship, Recipient

Undergraduate Leadership Experience

Student Activities & Greek Affairs (SAGA) Involvement

- Campus Activities Network (CAN) – Officer — August 2018 – present
  — Approves hundreds of activity requests from organizations
- Welcome Week – Leader — August 2017, 2018, 2019
  — Cheered on thousands of incoming first-year students

Campaign Experience

- Chris Kennedy for Governor – Signature Collection (paid) — November 2017
- Jim Bennett for Congress – Phonebanking (paid) — September 2017 – October 2017
- Kent McMillen for Senate – Pamphlet Distribution — November 2016
- Claire Ball for Comptroller – Pamphlet Distribution — November 2016
- Arthur Noah Siegel for State Representative – Canvassing — September 2016 – October 2016
- Sean Barney for Congress – Phonebanking — August 2016 – September 2016

Service/Volunteering Experience

- Student Government of Loyola Chicago – Allocations Committee — April 2017 – April 2018
  — Reviewed hundreds of budget requests for student organizations
- Kilmer Elementary School – Service Volunteer — February 2018 – April 2018
  — Supervised hundreds of children during passing periods
- Undergraduate Admissions Office – Overnight Program Host — March 2017 – April 2017
  — Hosted three incoming students and showed them around campus
- Chicago Archdiocesan Math Contest – Student Volunteer — February 2017
- Cook County Clerk – Election Judge — November 2016

Student Organization Involvement

- Nintendo Club – CAN Representative — May 2019 – present
- Nintendo Club – Treasurer — April 2018 – May 2019
- College Democrats – Treasurer — April 2018 – May 2019
- Mathematics and Statistics Club – Vice President — May 2018 – May 2019
- Mathematics and Statistics Club – Secretary — May 2017 – May 2018
- Mathematics and Statistics Club – Tutor — September 2016 – May 2017

Hall/Area Council Involvement

- Northside Area Council – President — September 2017, 2018 – present
  — Chairs 21 executive board meetings to gather resident feedback
- de Nobili Hall Council – Finance Coordinator — September 2016 – May 2017
  — Worked with four other executive board members to finance events

Skills

- Proficient use of Word, Excel, Outlook, Adobe Acrobat, Pages, and Numbers computer applications
- Experience with using SAS, R (programming language), and Wolfram Mathematica

Donald J. Merchant

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Auburn, Ga 30011
Cellular [redacted]-[redacted]-[redacted]
Work 470-342-3990
[redacted]

Objective

Appointment to the United States Senate for the State of Georgia.

Education

M.S., Administration of Justice and Security, 2008
University of Phoenix
Relevant courses in Criminal Justice Administration and Critical Incident Management.

B.S., Criminal Justice, 2006
University of Phoenix

Completed 60 credit hours in Police Science and related courses, 1988
Fox Valley Technical College, Appleton, Wisconsin

Work History and Assignments

Gwinnett County Police Department (January 1998-Present)

Uniform Division – Lieutenant, Watch Commander North Precinct (Current)

Uniform Division – Lieutenant, Assistant Commander, Special Operations 2013-2015

Uniform Division – Lieutenant, Watch Commander North Precinct 2012-2013

Personnel Services Division, Sergeant, Training Section 2011-2012

Uniform Division - Sergeant, South Precinct, 2009-2011

Administrative Services Division - Homeland Security/Emergency Management 2007 - 2009

Uniform Division - Special Operations / Canine Handler, 2003 - 2007

Uniform Division - DUI Task Force, 2000 - 2003

Uniform Division – West and South Precincts, 1998 - 2000

United States Army (September 1990-September 1998)

Military Police
Combat Veteran, Gulf War

Target Stores, Appleton Wisconsin and Roswell Georgia

Asset Protection Manager, 1986 - 1990

Skills

- Leadership/Supervision
- Problem Solving
- Training
- Teamwork
- Security & Emergency Response
- Written and Verbal Communication
- Project Management
- Disaster & Emergency Preparedness
- Cross-departmental Coordination
- Public Speaking

Volunteer Activities

Baseball Coach/Board Member, Dacula Athletic Association 2007-2014

James E Beddingfield, MBA

[redacted]

Sandy Springs, GA 30328

[redacted] / [redacted] (cell)

Professional Summary

Finance professional with proven track record of helping both private and public companies achieve growth and profitability. Unique ability to view issues from a different lens, define corrective actions, and drive to resolution. Special expertise in bridging the gap between finance and non-finance professionals in order to accelerate important initiatives to completion. Key skills include the following:

- Financial Planning & Analysis
- Vendor Management
- Finance Operations
- P&L Execution
- Compensation Planning
- MS Excel (VLookups, Pivots)
- Budgeting & Forecasting
- Debt Issuance
- Consulting

Professional Experience

National Distributing, Atlanta GA **December 2016 - Present**
Sales Finance Manager
Manage the profitable growth of a $70m wine portfolio

- Grew Gross Profit $700k (+4.6%) by increasing case volume, average sales cost & Gross Profit %
- Conduct analysis and approve deal structures and supplier incentives to ensure profitability and appropriate ROI; ensure proper bill-back percentages for supplier incentives
- Present monthly forecast to the Regional Vice President including compilation of forecasts from all portfolio managers

Peachtree Planning Corp, Atlanta GA **June 2015 – December 2016**
Financial Adviser
Help clients become better protected and make financial decisions that align with their goals

- Building my business from scratch, Achieved Client Builder award which is based on the number of clients as well as premium dollars
- Passed all Insurance and Investment exams (Series 7, Series 66, CFP) on the first attempt

Access Insurance Company, Atlanta GA **February 2011 – June 2015**
Senior Financial Analyst
Served as Consultant to Claims Department & lead analyst on the CFO's FP&A team

- Teamed with leadership in the biggest departments to improve results using a combination of workflow changes, technology investment and vendor management
- Created scorecards which track operational productivity to identify and reward top performers as well as those that require improvement leading to an improvement of 18%
- Managed existing reinsurance contracts to ensure optimal results
- Worked with multiple vendors to optimize costs as well as test new technology that results in a more consistent claims experience and improvement to EBITDA

Allstate Insurance Company **October 2001 – February 2011**
Northbrook, IL **June 2008-February 2011**
Senior Metrics & Analytics Consultant **August 2010 – February 2011**
Managed the segmentation of 11,500 agencies and coordinated strategy with the VP Sales and multiple Directors

- Identified critical success factors, made recommendations and tracked results which aligned with corporate customer satisfaction and loyalty targets
- Cross-functional partnership with Marketing and IT to measure the success of lead management and agency relationship initiatives designed to capitalize on web traffic and reward top agencies while taking advantage of increased call center capacity

Finance Rotation Program– Multiple Departments **June 2008 – August 2010**

Finance professional chosen as one of five participants in an inaugural rotation program consisting of three distinct rotations covering various finance departments in the organization

Treasury & Planning - Corporate Finance (1st Rotation)

- Modified Rating Agency Capital Models for frequent updates providing leadership with current views of how outsiders will view corporate results prior to release
- Coordinated the initial A.M. Best rating for the newly created North Light Specialty Insurance Company and worked across the organization to support all quarterly/annual rating agency meetings
- Analyzed & presented various debt issuance scenarios and changes to dividend policy in light of the financial crisis impact financial ratios and how they will be viewed by rating agencies
  - Issued $1B debt March 2009 & cut dividend 50%

Encompass Finance- Project Management / Unit Manager (2nd Rotation)

- Created the State forecasting process and associated tools
- Analyst Development: Managed entry level analysts & trained analysts on the forecast process
- Supported the Northeast & Capital regions by providing analysis and consultation to the Sales and Product Management clients to assess the impact of numerous profitability initiatives

Protection Finance- Sales & Customer Service (3rd Rotation)

- Provide financial leadership to cross functional team assigned to the Sales Roadmap, a five-year project designed to change the way Allstate sells business and services customers
- Update the Project Management team on a weekly basis to integrate the business and technology aspects of the multiple Sales Roadmap initiatives
- Design measurement package to provide updates on the sales benefits, investment expense and cost savings of the Sales Roadmap

Allstate Insurance Company **October 2001 – February 2011**

Atlanta, GA - Multiple Analyst roles **October 2001 – Jun 2008**

- Provided financial leadership to the Claims team by helping them link operational metrics to P&L impact
- Created alignment between results in the Claim organization and Protection Finance within the region and within Home Office by leading both structured and informal discussions
- Built relationships across multiple departments, modeled initiatives and quantified impacts for their programs to help determine viability and aide in forecasts
- Conducted in-depth analysis and worked on special projects with limited supervision or direction
- Structured quarterly forecasts using Hyperion Essbase & Microsoft Excel, including reviews with senior staff and detailed write-ups to Home Office
- Supported decision making by analyzing key variables and translating the results into meaningful exhibits that communicate emerging trends

Education

Certificate of Financial Planning, June 2014
Oglethorpe University, Atlanta, GA

- Passed CFP exam November 2014

Master of Business Administration, June 2008
Georgia State University, Robinson College of Business, Atlanta, GA

Bachelor of Business Administration, Finance, May 2001
University of Georgia, Terry College of Business, Athens, GA

Certifications and Organizations

- Certified Treasury Professional (CTP) February 2009
- Series 7, Series 66, Life & Health Insurance Licenses
- Elder at Peachtree Presbyterian