

Hilary He-Jin Ahn

Kenan-Flagler Business School, University of North Carolina at Chapel Hill
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EDUCATION

Ph.D. Candidate in Strategy & Entrepreneurship, University of North Carolina at Chapel Hill, NC
(Expected 2025)

- Committee Members: Atul Nerkar (advisor), Isin Guler, Christine Choi, Patia McGrath, Mary Benner (external member)

Juris Doctor (J.D.), Korea University Law School, Seoul, South Korea (2018)

Advanced Business Major, Korea University Business School, Seoul, South Korea (2015)

- GPA (4.37/4.5)

Exchange student, Wharton School, University of Pennsylvania, Philadelphia, PA (2013)

RESEARCH INTERESTS

Entrepreneurial Finance, Firm Growth, Strategic Decision Making

RESEARCH IN PROGRESS

- Dissertation (“*Three Essays on Venture Capitalists: Origin, Paths and Mindsets*”):
 - “*Who Becomes Venture Capitalists? A Demographic Story*” (with Atul Nerkar)
 - “*How Do They Become Venture Capitalists: Tracking the Trajectory*” (with Atul Nerkar)
 - “*How Do VCs Think? The Balance between Ventures’ Profitability and Growth Potential*” (with Isin Guler and Atul Nerkar)
- “*Different Sources of Firm Performance*” (with Atul Nerkar and Patia McGrath)
- “*Entrepreneurial Advice Seeking: Seeking Outside Knowledge for Strategy Formation in Entrepreneurial Settings*” (with Timothy Ott and Robert Hill)
 - The project received SRF (Strategy Research Foundation) grant under Timothy Ott
- “*Why Can’t Some Goliaths Partner with the Davids?: A Story about Incumbent Firms’ Attractiveness to Startups*”
 - Presented at student brown bag, department seminar at Kenan-Flagler Business School

RESEARCH EXPERIENCE

- Research Assistant for Timothy Ott of Kenan-Flagler Business School (2019 – 2021)

TEACHING EXPERIENCE

- Instructor for BUSI 411 Business Strategy (2023 Mod 3)
 - Course Evaluations:
 - Section 001: Course (5.0/5.0), Instructor (5.0/5.0)

- Section 002: Course (4.89/5.0), Instructor (4.82/5.0)

PROFESSIONAL SERVICES

- Reviewer for Academy of Management Annual Meetings (Since 2020)
- Ad Hoc Reviewer for Academy of Management Review (Since 2021)
- Ad Hoc Reviewer for Industry Innovation (Since 2022)
- Organizer of Kenan-Flagler Business School Strategy & Entrepreneurship PhD Student Brown Bag (Fall 2021)

MEMBERSHIPS

- Academy of Management (Since 2019)
- Strategic Management Society (Since 2022)
- Korea Blockchain Legal Society (Since 2018)
 - Published *"The law of sharing economy,"* Korea Blockchain Legal Society Translation Committee. (2021)
 - Published a series of articles including *"Deloitte Special Feature - Selection of corporate structure and entity when doing ICO in USA,"* Han Kyung Economics. (2018)

CONFERENCES

- Duke Innovation Seminar (2019)
- Emergence Conference at University of North Carolina at Chapel Hill (2021)
- Academy of Management (2020, 2021, 2022, 2023)
 - New Doctoral Students Consortium
- CSOL (Carnegie School of Organizational Learning) Academy (2022)
- CFXS (Conference on Field Experiments) (2022)
- Strategic Management Society (2022)
 - Ph.D. student volunteer
- Strategy Science Doctoral Consortium (2023)

INDUSTRY EXPERIENCE

Deloitte Korea Startup Advisory Group, Seoul, South Korea (2018 – 2019)

Consultant

- Developed a new business model with Deloitte Japan Life Science Health Care (LSHC) Financial Advisory that entails intermediation and negotiation of license-out, co-development, investment deals of major Japanese LSHC companies and Korean startups
- Executed several license-out and investment deals including one of a Parkinson's disease drug pipeline between a major Japanese pharmaceutical company and Korean bio startup, based on proposal of cooperation scheme
- Led development of a global open innovation model for Korea's mid-sized family businesses based on construction of a cooperation scheme with Deloitte Japan Venture Support Silicon Valley branch
- Managed a global network of partners in Korea including government agencies, universities, Investors, Startups (150+), accelerators, and others
- Coordinated multiple fundraising deals through execution of 2 demo days and IR deck consulting
- Conducted research projects on topics including overview and trend of Korea's LSHC prescription

drug market, Korea's IoT market, and Korea VC funding trend and high dependency on public fund

AWARDS & SCHOLARSHIPS

- Entrance Scholarship by Korea University Law School (2015)
- 5 Talents Scholarship (2013)
- Outstanding Academic Scholarship for 3 semesters by Korea University (2011, 2012)

OTHER INFORMATION

- Languages: Native in Korean and fluent in English
- Citizenships: Dual Citizenship of United States of America and South Korea

REFERENCE

Atul Nerkar

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