

SHIN KWON KIM

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OBJECTIVE

To get an off-campus job as a student studying for an MBA degree at University of Colorado Denver, to help pay for my studies, and to gain practical experience as an assistant of accounting, data-related work, and financing to make first step to reach the goal in business management.

WORK EXPERIENCE

BSTC Korea Co. (www.bstc.co.kr), Seoul, Korea

Marketing Sales Support Division

Feb. 2005 – July 2007

- Developed sales and marketing strategies for domestic construction project management solution market, and was involved in developing marketing plans for Mathcad® which is a comprehensive design environment that enables engineers from all industries to explore, calculate and document their mathematical formulas, methods and values during the design phase of a product.
- Performed the whole process of local sales of the Mathcad® and customer service, consistently achieving monthly sales quotas about \$1,000,000; major clients are Samsung Heavy Industrial, Doosan Heavy Industries & Construction, Hyundai Heavy Industry, etc.
- Aggressively solicited new accounts, penetrated new markets, and established long-term, loyal customers, which led to consistently breaking sales and market share records, increasing profit margins and profitability and performing peers
- Established a new marketing route to new market, China, by reaching a sales contract with Winway, a Chinese chemical products manufacturer

GS Engineering & Construction (<http://www.gsconst.co.kr>), Seoul, Korea

Assistant Manager, Environmental Business Division

July. 2003 – Jan 2005

- Responsible for designing and implementing the development of sewage system maintenance, sewage treatment, wastewater treatment, waste recycling facilities and so on, based on more advanced technology and performance, such as Incheon Namdong-gu Food Waste Recycling Facility and Osan Recycling Facility
- Participated in the successful completion of large scale projects in overseas market including China Sanghae Songjiang sewage treatment facilities
- Successful completion of multi-million dollar projects through coordinating trades, developing partnerships, and building positive rapport with architects, engineers, local officials, vendors, and clients, while following related environmental laws and regulations in order to protect our environment and pass on a greener world to our descendants
- Won "Achievement Award for the safest construction project" from Industry and Energy Minister

Kyounghyang Construction, Seoul, Korea

Aug. 1997 – Sep. 2000

Assistant to Construction Site Superintendent, Construction Department

- Administered and maintained the construction projects.
- Performed the personnel management; 20 people worked in the head office and each construction sites
- Set up the Amkor's semiconductor packaging plants in Kwangju and Buchun from 1996 to 1997; the amount of orders received is about \$11 million.

EDUCATION AND TRAINING

University of Colorado at Denver and Health Sciences Center
Candidate for Master of Business Administration

Aug. 2007 – present

YONSEI UNIVERSITY, SEOUL, SOUTH KOREA
Master of Science, Majored in Civil Engineering

March 1995 – Feb. 1997

- Awarded Full Academic Scholarship during my graduate study
- Cumulative GPA : 3.9/4.0
- President of Civil Engineering Graduate Students Council in 1996

YONSEI UNIVERSITY, SEOUL, SOUTH KOREA
Bachelor of Science, Majored in Civil Engineering

March 1991 – Feb. 1995

- Cumulative GPA : 3.03/4.0

Korea Productivity Center, Seoul, Korea

Jan. 2003 – April 2004

- Received yearly intensive employee development programs designed for employees to develop themselves, including *Ethical Environment Within an Organization and Global Management, Positioning, Basic Knowledge on Merchandising and Supply Chain Management*

ADDITIONAL INFORMATION

Extracurricular Activities and Club Activities

Volunteer, Yangkwang Church, Seoul, South Korea

2000 – Present

- Worked as a member of church choir
- Volunteered to teach children Bible and gospel in English

GS Skiing Club, GS Engineering & Construction, Seoul, Korea

2003 – 2005

- Planned and managed the overall activities of the club' regular meeting
- Actively participated in the in-house skiing club

Literature club, YONSEI University, Seoul, Korea

1992 – 1996

- Contributed short stories to the newspaper of University Press

Classical Guitar Club, YONSEI University, Seoul, Korea

1992 – 1996

- Founder and Leader of the Classical Guitar Club where the club members regularly met and practiced the classical guitar for yearly performance during college festival

Skills and Hobbies

- Confident level in English - speaking, writing, and reading
- Hobbies: playing computer games, listening to music, skiing, swimming and jogging