

# Curriculum Vitae of Jinhyuck Yim

Dear Mr. and Mrs.

Thank you very much for hearing me.

My name is Jinhyuck Yim and I am currently working as a 'Certified Management Consultant' in Daegu, Korea.

For the past 10 years, I've worked for a global company of precision machinery parts division, and my task was to establish sales and marketing strategies.

While I was doing it, I visited many companies in Korea as a sales representative of B2B sales division.

The experience which I gained through this job, it is very helpful for a firm who want to analyze market and to establish market strategies.

I passed the authorized qualification by 'Ministry of Small and Medium Enterprise of Korea' in 2018 and I've been working as a management consultant since may, 2019.

To conduct consulting sessions for focusing on establishing marketing strategies for small businesses, market analysis for start-up companies hoping to commercialize technology, and business strategies.

From now on, I hope to take advantage of my past experience in setting up business strategies in global companies and do consulting work on analysis of overseas markets and differentiation strategies for overseas markets.

I majored in international relations at 'University of Seoul' and I can speak Japanese fluently.

As an artillery officer of ROK Army, I served 2 and half yrs and I've experience in leadership and capability of organizational operation through practical experience of

small-scale team.

I started working for a company of distributing electronics devices from 2005, and I have practical experience in accounting part.

Since 2007, I also have worked as a B2B Salesman for a Japanese IT company.

Through the above working experience, I have the following experience and skills.

- Market analysis ability to conduct marketing strategy
- Interpersonal communication skills experienced through sales representative
- Leadership for small and medium-sized organizations
- IT (especially network related) fundamentals
- Knowledge of accounting required for basic corporate diagnosis

I hope to serve as a partner of the company to advance abroad through my above capabilities.

Also, I hope to help foreign companies make inroads into the Korean market.

Thank you for your time and connection, and I look forward to learning from you.

Sincerely,

Jin-Hyuck Yim