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## Jason Y. Kim (김용준)

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# EDUCATION

Summer 2000 **Tuck School of Business at Dartmouth** Hanover, NH

Business Bridge Program, August 2000

* Highly selective 30-day program providing a rigorous introduction into accounting, finance, managerial economics, marketing, and strategy through coursework taught by MBA faculty.
* Worked with team on consulting case for Internet start-up.

1998-2000 **Yale University** New Haven, CT

 School of Medicine, Department of Public Health

 Master’s degree in Public Health (MPH), May 2000

 Course work in Health Management and Environmental Health Sciences

 GRE scores: Quantitative 770/800, Analytical 690/800

1994-1998 **Columbia University** New York, NY

 BS in Biomedical Engineering May 1998

 Dean’s List, 1995-1997

 King’s Crown Leadership and Service Award, 1998

## EXPERIENCE

2006-2009 **CHUNGDAHM Learning, Inc.** Seoul, Korea

*Team Leader,* ESLifestyle Team, ESL Content Division

* Generated 1.2 billion won by launching *ESLifestyle Platinum* phone English product to junior level students and *ESLifestyle Premium* product to adults.
* Acted as main liaison to Chungdahm Philippines call center for quality control and tutor assessment.
* Managed the entire service operation, including the online ESL content.

*Senior Manager,* Corporate Strategy

* Assisted in attaining 16.4 billion won investment through Skylake Global Incuvest (Chin Dae-je Fund) by producing investor relations documents that pertain to the overall Corporate Strategic business plan.
* Positioned the Company’s new high-end products, such as Global learning, New Media content, & Mobile communication programs, for the business-to-business and business-to-consumer markets.
* Acted as the sole liaison for subsidiary companies in U.S., Canada, and China, in order to provide strategic management support.

*Head Instructor*, Globalwise Team, Chungdahm Learning Center Division

* Head instructor for business English course that ran three times a week (Auction Ebay).
* Acted as the main content developer for business English program.

2002-2006 **Pfizer, Inc.** New York, NY

 *Senior Manager*, Sales Force Deployment and Goal Setting

* Developed market analysis reports based on the corporate finance models and utilize complex formula to determine the sales targets for the 12,000 U.S. pharmaceutical sales representatives.
* Recommended strategies and budget allocations for U.S. sales territory with respect to known influences on sales target attainability and newly identified competitors.
* Worked with consultants and data vendors to create contemporary performance measurement metric system in order to increase sales volume and market share.
* Managed and delivered the quarterly sales forecast reports to sales vice presidents and other internal clients to better assess projected sales volume, market share, and profitability.
* Acted as the sole U.S.-Puerto Rico liaison to provide support of new business initiatives and solutions.
* Provided monthly sales goal training to seasoned sales representatives at corporate training facility.

2001-2002 *Manager*, Sales Incentive Compensation New York, NY

* Provided aggregate cost estimates of incentive plans and developed commission rates based upon product weights, bonus design, and bonus budgets for the U.S. pharmaceutical sales divisions.
* Managed various aspects of Incentive communication for sales force, such as distributing the product weights and bonus information packets.

**OTHER**

Computer: Excel-Crystalball, Works, Aldus Pagemaker, Basic and C languages, Infoshare, SPSS, SAS, BioSym

Language: Fluent in written and spoken Korean, working knowledge of Spanish

Leadership: Class Divisional Representative, Yale University, 1998-2000

 Senior Class President, Columbia University, 1997-1998

Junior Class President, Columbia University, 1996-1997