**CHUNG LYONG LEE**

60 Wadsworth St. Apt. 7D

Cambridge, MA 02142

phone.: 617 577 5623

e-mail: chunglee@mit.edu

**Education**

2000-Present **MIT SLOAN SCHOOL OF MANAGEMENT Cambridge, MA**

Candidate forMBA, June 2002

Intended Track: Finance Management

Member: Finance Club, Asian Business Club, and Socially Responsible Business Club

1986-1994 **YONSEI UNIVERSITY Seoul, KOREA**

*Bachelor of Arts*, double major in Law and Business Administration.

Awarded Yonsei Academic Scholarship for high academic achievement.

Organized and conducted law college's first chorus of over 30 members.

## Experience

1994-2000 **SAMSUNG CORPORATION Seoul, KOREA**

*Manager & Senior Copper Trader*

**Kazakhstan Copper Corporation (KCC)**

* Directed the first operation of enameled-wire plant producing 8,400 tons ($24million) per annum.
* Managed plant operation: purchased materials and negotiated the operating technology from Austrian equipment manufacturer.
* Planned and guided wire-rod plant operation: conducted market research and set up marketing plan.
* Headed sales and marketing of plant for Asian markets resulting in production increase from 2,000 to 29,000 tons per annum while achieving 20% cost reduction per ton through economies of scale.
* Developed new container-based cargo shipping system reducing damage rate 5% to 0.5%.

# Samsung Deutschland GmbH

* Led international team developing market strategy for 200,000 tons ($360 million) copper cathode; increased market share in European market by 100%.
* Utilized 30% lower-cost Trans Siberian Railway route for export in conjunction with establishing cargo inventory management system.
* Performed sales analysis in 15-member task force for $200 million acquisition of Kazakhstan state-owned copper producer with volume of 200,000 tons per annum. Evaluated 400 existing sales contracts and reviewed payment history and logistics.

# Metal Division

* Initiated and updated Metal Division’s web-based Knowledge Management System, gathering, storing, and sharing market and sales information to build intellectual capital.
* Imported and traded 18,000 tons per annum: bought from China, Russia, Kazakhstan, Chile and Peru; sold to Korea, Japan and China.
* Launched and led 7-member futures trading unit for hedging against lowering London Metal Exchange’s spot and futures prices.
* Authored field manual for in-house sales and marketing.
* Conducted general market research on metal industries as member of Natural Resources Study Group of Samsung.

1989-1991 **KOREAN MILITARY SERVICE Chungbuk, KOREA**

*Corporal*

Managed munitions supply for 300-military-force regiment. Created PC-based accounting model for munitions management.

**Personal**

* Served as representative of Samsung Social Volunteer Program.
* Member of diverse choirs and led 20-member church choir.
* Enjoy golf, running, cooking, and traveling: traveled 25 countries over the world.
* Fluent in Korean.