

# SEAN (SEUNG HWAN) SHIN

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## EDUCATION

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### MASSACHUSETTS INSTITUTE OF TECHNOLOGY, CAMBRIDGE, MA

Master of Engineering in Logistics, Supply Chain Management Program

Expected Jun. 2015

### YONSEI UNIVERSITY, SEOUL, KOREA

Bachelor of Business Administration & Bachelor of Arts in Economics

Mar. 1999 – Feb. 2006

Dual Degree; Focused on Marketing

Exchange Student at the Jonkoping International Business School in Sweden

Jan. 2004 – Dec. 2004

## EXPERIENCE

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### DOOSAN GROUP, SEOUL, KOREA

- Leading conglomerate in Korea with over USD 20 billion revenue focusing on the Infrastructure Support Business
- Acquired 'Bobcat' skid steer loader business from Ingersol Rand in 2007

#### *Doosan Corp. – Industrial Vehicle Business Group, Korea*

Mar. 2014 – Jul. 2014

*Manager in Strategy*

- Led a due diligence team for an acquisition of a U.S.-based manufacturer while focusing on valuation of the target
  - Estimated a proper value of the target by due diligence for Top management's decision making

#### *Doosan Industrial Vehicle America Corp., Warrensville Heights, OH & Suwanee, GA*

Mar. 2009 – Feb. 2014

*Manager in Sales & Operations Support*

- Led teams as a project manager for the introduction of warehouse products sourced from Chinese OEM suppliers
  - Introduced the first OEM products of Doosan Industrial Vehicle which resulted in \$2M revenue in the first year
- Directed iT4 truck inventory operation strategy to meet new emission compliance and made a successful transition
- Achieved 23% annual growth in a newly consolidated parts division of the business
  - Obtained a decision from Headquarter for removing aged parts taking 15% of total inventory to increase fill rate
  - Managed after-market program improvement project and increased its portion in overall sales from 8% to 15%
- Transformed forklift purchasing logic, communication process and optimal forklift inventory level
  - Streamlined aged truck inventory from 353 units (2009) to 6 units (2010), which generated \$1.2M profit

#### *Doosan Infracore – Forklifts Business Group, Korea*

Jan. 2007 – Feb. 2009

*Assistant Manager in Overseas Strategy Team & Overseas Sales Team 1*

- Reengineered a price structure between HQ and overseas branch
- Spearheaded the project for China plant-manufactured GX model's export strategy
  - Made GX a flagship model in Africa, Asia and Middle East, comprising 15% of total sales in emerging markets

#### *Doosan Corporation – Strategic Planning Center, Korea*

Dec. 2005 – Dec. 2006

*Associate in Tri-C Team (In-house consulting body)*

- Served twice as a cross-functional facilitator in Doosan Performance and Leadership Program (PLP)
  - Implemented 'one stop shop' concept of domestic market for Doosan Infracore Forklifts BG
  - Revamped new product development process and organization for Doosan Infracore Engine BG
- Participated in Wine business project for Doosan Corp. Liquor BG and proposed new brand management structure
- Took charge in a short-term risk mitigation module for Doosan Capital PMI (Post-Merger Integration) project
- Joined Doosan as one of the Young Potentials (<1% of total employment in 2005)

### 34<sup>TH</sup> SUPPORT GROUP OF 8<sup>TH</sup> U.S.ARMY, SEOUL, KOREA

*KATUSA (Korean Augmentation to the U.S.Army)*

Sep. 2001 – Oct. 2003

*Sergeant*

- Led 16 soldiers in the ROK (Republic of Korea) Army office as a senior KATUSA sergeant
- Received an Army Commendation Medal from the U.S.Army upon completion of 2-year service

## ADDITIONAL

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Certificates: CSCP - Certified Supply Chain Professional by APICS (2013)  
Technical Skills: Windows OS, Apple OS X, Microsoft Office Suite, SAP, learning Tableau, Visual Paradigm and SQL  
Language: English (Fluent) and Korean (Native)  
Interests: Avid Traveler – visited 23 countries across the globe, Basketball team member in college & company, KATUSA basketball team co-captain in the military (Won three trophies from various tournaments)