

HAN KIM

Application (Curriculum Vitae)

CONTACT



+49 (0)176 5537 3072



Han65654@gmail.com



Hanauerlandstrasse 32,
60314 Frankfurt a.M.

EDUCATION

BACHELOR OF German Language and Literature

GPA: 3.80/4.50

Cheonnam National University
2009 – 2017

Exchange Semester

Friedrich-Schiller University Jena
2014

German course (Scholarship program)

Goethe Institut Göttingen
JAN 2014

Global Trade education

Korea International Trade Association
FEB – MAR 2015

EXPERTISE

computerized accounting

Online shop (Ecommerce) experience

(Woo commerce)

Customer interaction

B2B Account management

Customer service

(Trouble shooting & guarantee processing
and Return processing)

PROFESSIONAL PROFILE

After working for almost 5 years in Logistic branch as operator, I have been working at the company "Hanwha Europe GmbH" as inside Sales in tractor sales team and am also responsible for reporting important information to team manager & managing director. I have been developing a keen eye on working process & efficiency whilst working with several ERPs and Excel. I am highly qualified and skilled in stock management and am highly motivated to change the work more efficiently.

EXPERIENCE

Sales internal Manager / Develop Manager | Hanwha Europe GmbH JUL 2020 – FEB 2023

1) Operation in tractor sales team

- Process purchase and sales order based on inquiries of customer and market
 - Providing quotation & making a sales contracts etc
- Entry financial document including goods receipt & general expense in SAP
- Managing temporary goods movement in SAP & Excel
 - Demo tractor (Promote sales activity of dealers)
 - Developing & Mounting (Purpose of developing new products related to tractor)
- Expense & Sales & Purchasing controlling
- Arranging & Managing the logistic flows (Import, Inland, Export)
- Managing vehicle registration & relevant document (COC, Tüv, etc)
- Communicating with international customers & Vendors
- Operate online shop of spare parts(woo-commerce)
- Arranging payment order based on due dates
- Controlling the travel expenses of Sales team
- Stock management in SAP & Excel

2) Reporting & development

- Monthly overdue AR (Reporting)
- Monthly bad stock (Reporting)
- sales revenue & forecast (Reporting)
- Approval request in case of any necessity
- Supporting development / update in SAP / Masterfile / Online shop
- Optimize System (Order book : Google worksheet)
 - Weekly Sales schedule
 - Controlling Serial numbers of products
 - Document distribution for vehicle registration
 - SCM for Tractor Qty
 - AR controlling
- Keeping eyes on new regulations of EU commission related to tractor business & Supporting to solve the relevant issue. (SCIP : ECHA)



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SKILLS

TECHNICAL

Microsoft Office Specialist

(Focused on Excel)

ERP experience

(SAP, Cello, etc)

Python

PERSONAL

Organization

Analytical

Creativity

LANGUAGES

Korean (Native)

German

English

INTERESTS

Photography

Travel

Football

EXPERIENCE (Continued)

Freight Forwarder | PACTRA INTERNATIONAL GMBH
FEB 2018 -- FEB 2020

Multi-function role

- Arrange the console & direct trucking to diverse destinations in Europe.
- B2B customer service for whom has a sales corporation in Germany
- Process import goods via Air/ Ocean freight
- Export / Import customs clearance
- Managing Warehouse / Storage + Stock in out
- Issuing proofs for the export / EC-delivery
- Cost Controlling
- Air export to multiple countries (Project shipments)

Air export specialist | H&FRIENDS GTL DEUTSCHLAND
APR 2015 -- NOV 2017

Air outbound

- Arranging collections of goods from premises of shipper in Germany
- Preparing the export declarations (Atlas)
- Communicating with Customer in Korea & Germany and coopertion with airlines
 - Checking und informing readiness of goods
 - Securing space capacity for export goods with Airlines
 - Daily updating about quantity of shipment considering
- Document issuing (B/Ls, B/L under LC negotiation)
- Handling dangerous goods shipment
 - Checking shipper's declaration & DG Label on packages

AWARDS & ACHIEVEMENTS

Achievement #1 | Hanwha Europe GmbH
2020

Participating in education for documentary Letter of Credits (trained by commerzbank)

Achievement #2 | PACTRA INTERNATIONAL GMBH
2019

Tuition(Course) about the Carriage of Dangerous Goods by Road (ADR) and the International Maritime regulations (IMDG)

Achievement #3 | H&FRIENDS GTL DEUTSCHLAND
2016

Trained for persons implementing security controls for air carrier mail and materials

REFERENCES

Shin hyung Ma | Hanwha Qcell
Previous Team Manager in Hanwha Europe GmbH
s.ma@q-cells.com

Tae hun Kang | Sportpferde
Galleria GmbH
Previous Team Manager in Hanwha Europe GmbH
thkang@hanwha.de