

# HAN KIM

## Application (Curriculum Vitae)

### CONTACT



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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)



**Han Kim**

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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 cooperation 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](mailto:s.ma@q-cells.com)

**Tae hun Kang | Sportpferde Galleria GmbH**  
Previous Team Manager in Hanwha Europe GmbH  
[thkang@hanwha.de](mailto:thkang@hanwha.de)