HAN SUN

Han_Sun@kenan-flagler.unc.edu
+1 (984) 322-0856
www.linkedin.com/in/hansun-unc

EDUCATION

UNIVERSITY OF NORTH CAROLINA, Kenan-Flagler Business School – Chapel Hill, NC   May 2023
Master of Business Administration, Full-Time MBA Program
- Concentrations in Business Analysis, Marketing, Finance and Technology Strategy & Business Innovation
- President of KFBS Blockchain Club; Vice President of KFBS Asian Business Club
- Work Authorization: USA – 3 years OPT starting May 2023 (STEM Designation)

NAGOYA UNIVERSITY – Nagoya, Japan   March 2016
Ph. D. Degree, Computer Science
- Published six research papers about Computer Science in influential international journals

KANAZAWA UNIVERSITY – Kanazawa, Japan   September 2012
Master's Degree, Computer Engineering (Overall GPA: 3.81/4.0)
- Earned Japanese Government Scholarship, 2010-2012; Ranked in top 5% of class

EXPERIENCE

ALVAREZ & MARSAL, LLC– Charlotte, NC   Spring Intern 2023
Data Analyst Consultant
- Oversaw the design, testing, and launch of the first Logistic Optimization Platform for Motor Carrier clients by Python programming and Graph Database that increased efficiency by 35%
- Initiated quantitative studies to determine weekly user adoption rates, using advanced statistical analysis by Python, JSON, TigerGraph, SQL, Ogma for key clients such as Daimler Truck
- Design and implement Azure DevOps services such as Azure Repos, Azure Boards and Tests Plans to plan work and collaborate on code development, built and deployed application

DYNAMHEX – Baltimore, MD   Summer Intern 2022
Software firm uses AI/ML to visualize, measure and reduce carbon emissions for cities and corporations
Technology Strategy Manager
- Directed marketing plan, segmentation, and positioning for Cloud (SaaS) file sharing and collaboration product; Launched developer portal and partner program with over 2 technology partners *[partner marketing]*
- Managed new AI/ML Solution across process enhancements, while working collaboratively with sales and marketing team to subsequently reduce time-to-adoption by one-third *[technical innovation]*
- Established customer segmentation and prediction models by Python and QSL; Processed thousands of customer data, improved marketing campaign result by 40%, and coached teams in data mining methodology

HITACHI ASTEMO UEDA, LTD. – Yokohama, Japan & Findlay, OH   2018-2021
Top Global Automotive OEM, provides world-leading advanced mobility solutions in automotive products
Technical Project Manager
- Led US Ford Demand Forecasting Project to streamline processes; Designed plan that yields annual savings of ~$8M in production line and generates ~$20M additional revenue from new automotive part design
- Oversaw the design, testing, and launch of the first One-Box Electronic Brake System and 3+ new capabilities by MATLAB, Python and SQL.
- Collaborated with the sales and marketing team to develop a value-based pricing and monetization strategy for our suite of 2 product modules and support offerings to improve gross margins by 20% *[leadership]*
- Increased annual revenues by 4x, customers acquired by 2x and product range by 3x by re-engineering the business strategy from an inventory model to an omni-channel marketplace model *[go-to-market strategy]*

NISSAN MOTOR CO., LTD. – Kanagawa, Japan   2016-2018
Advanced Engineer
- Managed R&D cost benchmarking on Organizational Alignment Project, identified cost gaps and proposed gap closure initiatives that achieved additional 10% cost reduction beyond 1st quartile benchmark target
- Defined, developed, and implemented a framework to collect qualitative and quantitative product feedback by tracking product metrics across the user lifecycle, acquisition, engagement, retention, and value realization
- Managed team of 4 to design new automotive parts; produced detailed CAD drawings and CAE simulations

ADDITIONAL
- Language Skill: Native speaker of Chinese and Japanese
- Technical Skill: Expert in CAE/CAD, SQL, JSON, Java, R, TigerGraph, Azure DevOps, Python, MATLAB
- Hobbies: Go to gym every day, playing volleyball, drawing portraits, talk show, karaoke performance