**[Appen] 합격 자기소개서**

**직무 : web search Evaluator**

Dear. Personnel Manager,

I am writing to express my interest in working as a Senior Business Development Manager for last 15 years after I have successfully completed my master degree at School of Business Administration at Ajou University. After graduation, I worked at 3 startups before I joined to N Company, so I understood start-up’s characteristics, e.g., the employee have to work independently with management’s minimum supervision.

I am a highly capable and experienced candidate about fully new business development processes including technology management such as securing patents as a marketing tool as well as goods sales and services provides to the various customer. Especially in recent 3 years ago in N Company, I joined for commercial display business development for entering and expanding it in the domestic or foreign B2B & B2C markets. In this business process, I have gotten understanding functions and roles of the app with firmware for developing and marketing commercial display. For example, I have experienced a test for finding and catching bugs on the smartphone app for controlling 26-inch square digital canvas and providing content into it. Also, I researched and analyzed other global contents providers, e.g., Photobucket, Pinterest, Flickr, DeviantArt, Pixabay, etc and I contacted Pixabay, a German start-up that is developing other digital canvas and providing contents for collaborating with N Company to expand market share. It can propose effective ideas, e.g. as a contents provider and/or the other applications with industry to create Retrica’s additional revenue & profit through my experience.

And I have experienced as a project manager with employees, partners, and customers for searching the global potential customers, promoting and quoting the products or services, negotiating the prices, preparing customers’ audits, managing the schedule up to customer’s product launch and solving issues such as quality issue. My abilities to get along well with co-workers and customers in English, to make necessary adjustments to meet deadlines, and effectively coordinate in fast-paced environments have all contributed to my growth in business development fields and also my direct manager and executive placing a degree of trust in me. I believe my careers and skills will help me to develop my potential possibilities during working under comparable environments. Therefore, I am confident about that I can make a positive contribution to Retrica.

Thank you for taking your time to review my resume. I would appreciate, if I get an interview with you to further discuss my qualifications before the application deadline. I am looking forward to contacting you at your earliest convenience.

Sincerely,