

CHUNG LYONG LEE

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Education

2000-Present **MIT SLOAN SCHOOL OF MANAGEMENT** **Cambridge, MA**

Candidate for MBA, June 2002

Intended Track: Finance Management

Member: Finance Club, Asian Business Club, and Socially Responsible Business Club

1986-1994 **YONSEI UNIVERSITY** **Seoul, KOREA**

Bachelor of Arts, double major in Law and Business Administration.

Awarded Yonsei Academic Scholarship for high academic achievement.

Organized and conducted law college's first chorus of over 30 members.

Experience

1994-2000 **SAMSUNG CORPORATION** **Seoul, KOREA**

Manager & Senior Copper Trader

Kazakhstan Copper Corporation (KCC)

- Directed the first operation of enameled-wire plant producing 8,400 tons (\$24million) per annum.
- Managed plant operation: purchased materials and negotiated the operating technology from Austrian equipment manufacturer.
- Planned and guided wire-rod plant operation: conducted market research and set up marketing plan.
- Headed sales and marketing of plant for Asian markets resulting in production increase from 2,000 to 29,000 tons per annum while achieving 20% cost reduction per ton through economies of scale.
- Developed new container-based cargo shipping system reducing damage rate 5% to 0.5%.

Samsung Deutschland GmbH

- Led international team developing market strategy for 200,000 tons (\$360 million) copper cathode; increased market share in European market by 100%.
- Utilized 30% lower-cost Trans Siberian Railway route for export in conjunction with establishing cargo inventory management system.
- Performed sales analysis in 15-member task force for \$200 million acquisition of Kazakhstan state-owned copper producer with volume of 200,000 tons per annum. Evaluated 400 existing sales contracts and reviewed payment history and logistics.

Metal Division

- Initiated and updated Metal Division's web-based Knowledge Management System, gathering, storing, and sharing market and sales information to build intellectual capital.
- Imported and traded 18,000 tons per annum: bought from China, Russia, Kazakhstan, Chile and Peru; sold to Korea, Japan and China.
- Launched and led 7-member futures trading unit for hedging against lowering London Metal Exchange's spot and futures prices.
- Authored field manual for in-house sales and marketing.
- Conducted general market research on metal industries as member of Natural Resources Study Group of Samsung.

1989-1991

KOREAN MILITARY SERVICE

Chungbuk, KOREA

Corporal

Managed munitions supply for 300-military-force regiment. Created PC-based accounting model for munitions management.

Personal

- Served as representative of Samsung Social Volunteer Program.
- Member of diverse choirs and led 20-member church choir.
- Enjoy golf, running, cooking, and traveling: traveled 25 countries over the world.
- Fluent in Korean.