Sungman Cho

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Summary

AI engineer and founder with 6+ years of experience building and deploying AI products
for enterprise customers. Led product development from concept to MVP with rapid iteration
based on direct customer feedback, combining deep technical expertise in computer vision
and model optimization with hands-on customer-facing experience across media, healthcare,
government, and commercial sectors.

Skills

Technical: Python, C++, Pytorch, OpenCV, Git

AI/ML: Computer Vision, Model Deployment, Model Optimization, Fine-tuning

Leadership: Team Building, System Design, Cross-Functional Collaboration

Experience

TBD Labs, Korea

CEO, Co-founder | Apr 2024 – Oct 2025

- Led end-to-end customer discovery and sales processes across 5 product iterations, targeting US developer market and Korean language learners, conducting 200+ customer interviews and delivering technical demos to validate product-market fit and inform technical architecture decisions.
- Personally managed outreach, qualification, and sales conversions with 2,000+ prospects across B2B and B2C segments, translating diverse customer pain points into technical requirements and MVP specifications.
- Delivered technical demos and product presentations to diverse stakeholders ranging from individual users to C-level executives, adapting communication style based on audience technical depth.
- Leveraged generative AI tools to rapidly prototype and ship MVPs, gathering customer feedback through hands-on sessions and iterating on technical solutions based on real-world usage patterns.

Intel, Korea

AI Research Engineer | *Mar 2021 – Apr 2024*

- Optimized computer vision models for edge deployment using OpenVINO, achieving a 1.5x inference speedup and 40% reduction in memory usage for key partners.
- Boosted downstream object detection accuracy by 8% by designing and contributing a novel data augmentation pipeline.
- Make efficient training algorithm by using Semi supervised learning for image classification.
- Collaborated with international teams to validate and debug AI models, ensuring performance and reliability targets were met.

Asan Medical Center, Korea

Robot & Vision Team Lead | Jan 2020 – Mar 2021

- Led a cross-functional team to develop and deploy AI models for medical image analysis.
- Designed a domain-specific CNN architecture that outperformed the SOTA baseline for X-ray lesion detection by 12% on an internal dataset of 1M+

images.

- Initiated and led internal "Code Refactoring" and "Paper Review" groups to improve code quality and standardize research practices across the team.

Projects

Real-time Face Recognition System - Bumin Hospital | Mar 2019 - Oct 2019

- Served as technical lead and primary point of contact for deploying an AI-powered access control system to Bumin Hospital, managing requirements gathering, solution architecture, and stakeholder communication.
- Architected and implemented a RESTful face recognition server with custom APIs designed to meet hospital-specific requirements including real-time response.

License Plate Recognition System - Government & Commercial Deployments | Mar 2019 - Oct 2019

- Led technical engagement with 2 enterprise customers (government agency and commercial CCTV provider), serving as primary technical advisor throughout requirements gathering, solution design, on-site deployment, and post-launch optimization.
- Implemented a high-performance YOLOv3-based recognition system packaged as a production-ready C++ DLL, enabling seamless integration into customer’s existing surveillance infrastructure.

Actor Recognition System - KBS | Mar 2017 - Oct 2017

- Technical lead and primary point of contact for KBS Technical Research Institute, South Korea’s national public broadcaster, developing AI-powered character recognition system to automate metadata generation.
- Led monthly stakeholder meetings with KBS research team to gather requirements, align on technical approach, and validate solution against production needs, adapting communication style between technical researchers and production stakeholders.

Education

Seoul National University of Science & Technology

- M.S. in Media IT Engineering | GPA: 4.3/4.5
- B.S. in Electronic & IT Engineering | GPA: 3.14/4.5