

# TJ Kyong (경태진)

## Customer Solutions Architect

My work experience is in Audio Visual solutions design and sales. I am looking for a customer facing role as a solutions architect at Google, to offer the best customized solution to fit customer needs. I love to learn and I recently completed the Google IT Support certification, and am currently studying to take the AWS SAA-C02 examination to learn about the cloud. I have a F-4 VISA and am eligible to work in South Korea.



✉ tjisinkorea@gmail.com

☎ 010-7746-3564

🌐 tjkyong.me

in linkedin.com/in/tjkyong

## WORK EXPERIENCE

### Business Development Manager and Director of Sales

#### Zoom Digital

04/2016 - 07/2020

San Francisco, California USA

Manufacturer and Solutions provider of commercial grade AV Systems

#### Roles

- Audio/Visual Systems Architect: Design and execution
- Customer/Tech Support: Onsite and Remote tech support for software and hardware troubleshooting. Management of AWS Windows EC2 instances with our server software.
- Product Management: Over 100 SKUs. This includes cataloging on various platforms, inventory, direct/channel sales, marketing. Dozens of marketing, product release and support videos recorded.
- Business Development: Focus on B2B and setting up "channel" relationships and contracts with manufacturer representatives and system integrators.
- Account Management: From first time accounts to integrators to key government accounts.
- Marketing: Creating marketing materials such as product sales sheets, brochures. Management of email campaigns and social media accounts.
- Tradeshow Management: From start to finish, beginning with reserving booth space, shipping and personnel arrangements, 3rd party vendor contracts, product placement and marketing (+20 events)
- Web Master: Created and updated company website.

### Independent Freelancer

#### Kaplan, English Primary Institute, and Self

12/2010 - 04/2016

Korea, Japan, USA

English teacher at various institutions, teaching TOEFL/TOEIC. I also offered web-design services and taught basic computer skills.

## EDUCATION

### Bachelor of Arts in Music

#### University of California Berkeley

08/2006 - 08/2010

Berkeley, California USA

### Master of Science in Education

#### Temple University

09/2012 - 08/2013

Tokyo, Japan

#### Thesis

- Teaching English with a Content-Based Syllabus

## SKILLS

Windows/Linux OS

IT Support

SysAdmin

AWS Services

HTML/CSS

Basic Python

AV Systems

Product Management

Business Development

Account Management

Tradeshow Management

Project Leadership

Marketing and Content Creation

Government Contracts

Account Aquisition

## NOTABLE ACCOUNTS

NASA (Goddard, JPL, AMES, HQ), NOAA, United States Mint, San Francisco Department of Technology, Samsung, Doosan, Intel, DigiBird

## CERTIFICATES

### Google IT Support Specialization

Issued July 2021

### Google Ads Display Certification

Issued Aug 2021

### Codecademy - HTML, CSS, Bootstrap

Issued June 2021

## ORGANIZATIONS

### Overseas Korean Trade Organization (OKTA)

San Francisco Chapter, California USA

## INTERESTS

Learning new things

Cyber Security

Jazz

Music Production

Backpacking

Chess

Information Technology

World Business

Stocks and Cryptocurrencies

New Tech