

# TJ Kyong (경태진)

## Business Development Manager

I recently moved to Korea from San Francisco where I was employed to wear MANY hats. From company spokesman, biz dev, sales, tech support, to marketing... I had a foot in most operations of the company. I love technology and am amazed at what is available and at the speed of development. I am an avid learner and a quick one at that. I have an F4 Visa and am eligible to work.



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## 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

#### Achievements/Tasks

- 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. Execution of trade and roadshows.
- 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)
- AV Systems Architect: Creation of custom AV Solutions
- Customer/Tech Support: Onsite and Remote tech support for software and hardware troubleshooting. Management of two AWS EC2 instances with our server software.
- Web Master: Created and updated company website.

### Freelancer

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

12/2010 - 04/2016

Korea, Japan, USA

I was an English teacher at various institutions, teaching various levels as well as TOEFL/TOEIC. I also offered web-design services.

## 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

Product Management

Business Development

Account Management

Tradeshow Management

Project Leadership

Marketing and Content Creation

Government Contracts

Account Aquisition

AV Systems

IT Support

SysAdmin

Python

AWS EC2

Windows/Linux OS

HTML/CSS

## 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

### Codecademy - HTML, CSS, Bootstrap

Issued June 2021

## ORGANIZATIONS

### Overseas Korean Trade Organization (OKTA) (07/2015 - Present)

San Francisco, California USA

## LANGUAGES

English

Native or Bilingual Proficiency

Korean

Professional Working Proficiency

TOEFL iBT 118/120

Native or Bilingual Proficiency

TOEIC 980/990

Native or Bilingual Proficiency

## INTERESTS

Learning new things

Cyber Security

Jazz

Music Production

Backpacking

Chess

Information Technology

World Business

Stocks and Cryptocurrencies

New Tech