

TJ Kyong (경태진)

Customer Solutions Architect

My work experience is in Audio Visual systems design and sales. I am looking for a customer facing role as a solutions architect at AWS, to offer the best customized solution to fit customer needs. I love to learn and I recently passed the CLF-C01 exam, and am currently studying to take the AWS SAA-C02 examination to continue my cloud education. I have a F-4 VISA and am eligible to work in South Korea.



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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

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

AWS Architecture

Windows/Linux OS

IT Support

SysAdmin

HTML/CSS

Basic Python

AV Systems

Product Management

Business Development

Account 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

AWS Certified Cloud Practioner

Issued 08/30/2021

Google Ads Display Certification

Issued Aug 2021

Google IT Support Specialization

Issued July 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