

TJ Kyong (경태진)

AWS 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 SAA-C02 exam, and am currently studying to take the AWS Developers examination to continue my cloud education. I have a F-4 VISA and am eligible to work in South Korea.

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🌐 linkedin.com/in/tjkyong

WORK EXPERIENCE

Business Development Manager and Director of Sales Zoom Digital

04/2016 - 01/2022

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

Master of Science in Education Temple University

09/2012 - 08/2013

Tokyo, Japan

Thesis

- Teaching English with a Content-Based Syllabus

Bachelor of Arts in Music

University of California Berkeley

08/2006 - 08/2010

Berkeley, California USA

SKILLS

AWS Architecture

Windows/Linux/Mac OS

IT Support

SysAdmin

HTML/CSS

Basic Python

AV Systems

Basic Networking

Product Management

Business Development

Account Management

Marketing / 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 Solutions Architect Associate

Issued 12/17/2021

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

AWS EXP

Managed Windows EC2 instances with company server software required for internal and client digital signage fleets @ Zoom Digital

Managing IAM accounts, roles, organization and Implementing VPC, RTE53, ELB, EBS for personal hands-on accounts.

Integrated EC2, S3, Lambda for website/wordpress