

# VADIM KIM

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## PROFILE

Frontend developer backed by a strong foundation in retail and B2B service, skilled in understanding user needs, solving problems, and delivering practical solutions.

## EXPERIENCE

### ThinkStorm Project / Frontend Developer — February 2024 - Present

*Tech stack:* Next.js, Tailwind CSS, i18n, ShadCN, ClickUp, GitHub actions, Redux

### Ocean Store (Trove) / Frontend Developer — November 2024 - February 2024

*Tech stack:* Next.js, Tailwind CSS, i18n, ShadCN, Framer Motion, Node.js, Postman, Supabase.

## HINATURE

### B2B Overseas Sales Manager — January 2024 - October 2024

**Sales:**

- 100% gains of regional margin sales profits in Middle East region (U.A.E., Saudi Arabia) || 10% of total margin profits after the first fiscal year

*Developed a partnership with leading global cosmetic retailers, including:*

- Watsons (Turkey and Singapore) / Sephora (UK) / Gold Apple (Qatar)

*Managed B2B partnerships of various scales worldwide:*

- Skinsider (UK) / Know to Glow (Sweden) / Dermaspace (Denmark) / Senti Senti (US) etc.

*Influence Marketing / InterCHARM Korea Exhibitor*

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### B2B Overseas Sales Manager — June 2023 - November 2023

Identified and secured 30% of new customers, expanding the company's client base across the world and contributing to revenue growth.

Integrated Bitrix24 CRM system. Managed the process of integration, resulting in a 15% reduction in order processing. Improved the out-of-stock ratio by 15%.

### UNIQLO Store Manager — March 2016 - October 2022

Managed a smaller Uniqlo store with a team of 20+ staff members. Applied leadership skills to develop a well-connected and efficient team, delivering exceptional customer service and exceeding sales targets. Sales increasing 110% compared to the previous years.

Transitioned to a larger Uniqlo flagship store with a dynamic team of 150+ staff members. Sales increasing 108% compared to the previous years. Staff members conversion reduced by 10%

Planned seasonal zoning and visual presentation of the store. Reached +30% of monthly sales through proper planning in one of the biggest Uniqlo stores (top 5 sales store in global charts).

Invested in the professional development of team members through regular training sessions, performance evaluations, and mentorship programs.

Recognized for building a skilled and motivated team. 5% increase in management positions through focused training programs and mentorship initiatives.

## **EDUCATION**

- Code Seoul

**Backend Development Bootcamp · (February 2025 - February 2025)**

- State University of Management (SUM) Bachelor's degree, Political Science and Government · (September 2014 - July 2018)

- Delphi Academy of Los Angeles Middle School Diploma, Foreign Languages and Literatures, General · (September 2012 - May 2013)

## **SKILLS**

JavaScript, NextJS, TailwindCSS, TypeScript, Webpack, Jest, Cypress

## **LANGUAGES**

Russian (Native or Bilingual) / English (Native or Bilingual) / Korean (Limited Working)

## **CERTIFICATIONS**

Test of Proficiency in Korean (TOPIK) / Korean Homeland Education