

- An extremely driven individual with a strong focus on high quality real business results, a positive attitude, and a future oriented work ethic
- Exceptional presentation delivery skills, an excellent public representative with the ability to lead and persuade across cultural boundaries.
- Articulate, intelligent, and knowledgeable across a wide array of disciplines with a broad education and a balanced proportion of business experience
- Capable, self-confident, strategic, and continually striving to learn from other professionals
- Consistently demonstrable high achievement results both professionally and personally; an A player
- Unique international experience with a developed understanding of the cultural issues companies face in a truly global business environment

Objectives

Target Positions: Business Development
Distributor Network & Dealer Development
Sales and Marketing Team Leadership
Learning & Development for Strategic Growth

Target Company: Has quality products, clear expansion objectives, is serious about growth, ready to work with the right people, and aspires to be a leading organization

Notable Qualifications & Achievements

International business development & entrepreneur experience

Distributor network & dealer development specialist

Pilot's license and glider flight instructor

Officer in the Canadian Air Force

Extensive coaching & corporate instruction experience

Diverse Industry Experience

- Automotive
- Consumer Goods
- Plastics & Chemicals
- Medical Devices
- Technology & Startups

Business Experience & Work History

2011 – Present

ACQUIRE SALES
Seoul, South Korea

CEO

- Formed a corporation in South Korea to help clients increase overseas sales and win proposals
- Prepared teams from global Fortune 500 companies for high performance international results – international trade fairs, bids & proposals, technical presentations & negotiations
- Achieved distribution rights for a Korean consumer goods company in Canada and the UK
- Completed a major research business trip in preparation for a new product launch in Canada
- Coordinated communications and facilitated meetings for a client to secure distribution rights for a new medical device
- Instructed international business skills for executives & employees at Korean and global companies

2018

Proof Suite
Seoul, South Korea

COO

- Organized international sales operations
- Developed new product launch strategy
- Improved internal financial controls, HR, customer service, office operations, strategy, business development and everything else a growing business requires
- Four weeks before I engaged there were 4 employees – in short time there were 15+
- Proof Suite is a blockchain startup in finance & cryptocurrency
- Proof Suite was a client via Acquire Sales

2008 – 2011

KIA MOTORS CORPORATION
Seoul, South Korea

Project & Program Manager

- Implemented Kia Sales Academy, an international product and skills training program to enhance the global Kia dealer network
- Established excellent working relationships with distributors and regional headquarters that previously faced cultural communication barriers with head office
- Developed and launched training programs for 7 new vehicles
- Hosted 8 major regional pre-launch training events around the world for the Kia subsidiary and distributor network
- Oversaw development of a mystery shopping program to deliver focused evaluations for sales network improvements
- Launched global mystery shopping pilot program in 15 markets
- Chaired training standards committee to share best practices and coordinate programs across regions and markets
- Wrote RFPs & selected proposals from international agencies
- Managed annual budget of US \$500,000

Business Experience & Work History - Continued

- 2005 – 2008 SEOWON UNIVERSITY & ESL
Cheongju, South Korea
- Instructor
- Instructed credit level university courses with a focus on conversational English for business communication
 - Honed valuable classroom management skills.
- 2001 – 2005 SECURITY COMPANIES & LOSS PREVENTION
Victoria & Toronto, Canada
- 2001 – 2004 VERNON CONSULTING
Victoria, Canada
- Consultant
- Formed a sole proprietorship to provide market development and marketing skills for local businesses
 - Created short, concise, content for a print advertising campaign
- 1998 – 2000 CANADIAN FORCES – AIR FORCE
Comox, Canada
- Military Reserve Officer (2nd Lieutenant)
Glider Instructor
- Instructed students how to fly
 - Summers and weekends for 3 years
 - Received military leadership & instructor training

Education

- 2004 UNIVERSITY OF VICTORIA, Canada
Degree: Bachelor of Science
- Business & Economics
- Marketing, Accounting, Organizational Behaviour, International Trade Economics, Finance & Banking, Urban Economics, Economic Analysis of Law
- Engineering
- Computer Programming & Data Structures, Technical Writing, Statistics, Engineering Chemistry, Mechanics, Physics, Engineering Graphics & AutoCAD Drafting
- Geography
- Geographic Information Systems (GIS – Computer Mapping), Urban Development, Hydrology, Cartography, Economic Development, Field Surveying
- 2015 – 2016 KOREA UNIVERSITY, Seoul, Korea
Korean Language Studies

Personal Details

Languages: English: Native
Korean: Intermediate-low
French: Intermediate-low (previously fluent)

Nationality: Canadian

Location: Currently in Seoul, South Korea
Available internationally

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