**Junmo**

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**Biz Development & Strategic Planning**

*▪ New Business Initiatives & Growth Engines findings ▪ Business Planning & Set-up   
▪ Strategy Development & Execution ▪ Alliance & Partnership ▪ Global Biz. Experience   
▪ Wide-range working experiences & competence*

From mobile commerce business to State-of-art IT business, experienced accomplished most of business layers include strategic planning, business set-up, marketing & sales and partnerships. Based on industry & business insights and fast learning capabilities, coped with complicated business issues and captured untapped opportunities for growth. Managed communications with internal management and key partners & clients based on trust and strong competency.

**Professional Experience**

**Sales Director |** Mozido CorFire Korea Ltd, Seoul, Korea **4**/2015 – Present

Mozido and SK C&C has entered the strategic partnership since December, 2014. Two companies set-up JV called Mozido-CorFire Korea for Asian market business. As the Sales Director, led sales team to develop new business opportunities and manage existing account in Asia Pacific countries.

***Notable Accomplishments:***

* Completed novation agreements with existing customers includes Singtel(Singapore), Telkomsel(Indonesia), Reliance(India) etc.
* Completed new Master Service Agreement with Singtel – signed new contract(Development & Maintenance) which worth over 3m USD for three years.
* Developing new markets and opportunities.
  + Japan: leaded project proposal to Japanese MoNA(Mobile NFC Association; major MNOs include NTT Docomo, KDDI and Softbank) for replacing existing MNO TSM which was delivered by Gemalto(French company). In addition, kept introducing & developing business opportunities to NTT Data, Saison Card, Panasonic, Rakuten and major banks.
  + Digital Stamp: led MCK’s Digital Stamp solution development and marketing
* Completed major CR projects and Maintenance contracts with existing customers
  + Singtel(Singapore): New Dash App additional features and functions
  + Telkomsel(Indonesia): T-Wallet Enhancement, T-Wallet Annual MA
  + TwMP(Taiwan): Add on for FISC(The Financial Information Service Co ), iOS SDK, etc
  + Reliance(India): Annual Maintenance Contract etc.

**General Manager, Mobile Commerce Biz. Department** | SK C&C, Korea1/2014 – 4/2015

Assigned as Business Manager for European countries, manage existing account such as Vodafone, Deutsche Telekom, e-Plus, develop new accounts and projects with local country managers. In addition, coordinate business strategy, delivery plan between SK C&C HQ(Korea) and SK C&C USA(Subsidiary in Atlanta, GA). After joined Mobile Commerce Biz. Department and took responsibilities for European market, successfully add new accounts such as Shell UK, Transermobile(Spain), Telefonica(Germany). For existing accounts, led “Strategic Partnership agreement with Deutsche Telekom. Furthermore key role for communication & Coordination for SK C&C Global team which jointly worked include HQ(Korea), SK C&C USA, local country managers from Germany, UK, Romania, Spain etc.

***Notable Accomplishments:***

* Signed Contracts: Shell UK (Shell Motorist Mobile Payment), Deutsche Telekom (NFC Wallet), Transermobile(Spain, SP TSM), Telefonica (NFC Wallet)
* Singed Strategic Partnership LOI for cooperation for developing Mobile Payment business with Deutsche Telekom
* Managed existing contracts: Vodafone, e-plus(Germany), Wirecard(Germany) etc.
* Sales & marketing activities: Orange(France), Sonera(Finland), First Data Greece, Sver Bank(Russia), Arcado(Germany), Nutonia(UAE) etc.
* Developed European Market Strategy & Business plan for 2015 and reported to Top Mgmt.

**General Manager, Green IT Department** | SK C&C, Korea1/2011 – 12/2013

Took roles & responsibilities to develop renewable energy business opportunities in overseas countries, led product planning & development of Energy Storage system, Battery Management System for Electric Vehicle. Developed business partnerships to build global business eco-system.

Unfortunately, SK C&C decided to exit ESS Business in Dec. 2012, In 2013, focused on developing renewable energy power plan EPC business in Korea. Singed EPC consortium project to build bio-mass power plant.

***Notable Accomplishments:***

* Developed Energy Storage System (Li-Ion, Zn-Br Flow Battery) business
  + China: worked with Chinese Zn-Br Flow Battery Manufacturer(ZBest) to develop Zn-Br Off grid ESS. Sales activities to Chinese local province(Qinghai); proposed pilot project to Qinghai government
  + Japan: developed home ESS and marketed to Japanese companies such as Itochu corporation. Mitsui Corporations, JX Nippon Energy etc.
* Led product planning and development for Home ESS(Japan), Zn-Br Flow Battery ESS (China)
* Signed EPC Consortium to build renewable energy power plant using bio-mass(waste and wood chips) – Jeju Islands
* Developed business partnerships
  + Global players: GE Korea, SK Innovation, AVL(Austria)
  + Innovative start-ups: ZBest (China, Zn-Br Battery manufacturer), HDL(USA), Millenworks(USA) etc.
  + Universities: Pennsylvania State University, Stony Brook University

**Senior Manager, Global Biz. Dev. & Sales** | SK C&C, Korea1/2008 – 12/2010

Joined SK C&C’s global biz. development team to expedite overseas business. Since SK C&C was barely recognized as well-organized IT service company outside Korea, focused on defining mechanism and developing business structure to show SK C&C capabilities to deliver state-of-art IT service capabilities. From global company such as Boeing, Lockheed Martin, Unisys, Citi Bank to small GSA registered companies plus government such as Boston City, GSA, Federal Gov. CTO’s office, contacted to figure out business development path from scratch. Then assigned as Biz. manager for middle east, focused on securing project opportunities and had some successful results.

***Notable Accomplishments:***

* Developed business strategy and plan for entering Federal Government IT Service market of the United States of America
* Developed business opportunities in Middle East countries - mostly SOC and e-government projects
  + Submitted proposal: Iran MobinNet Customer Care and Billing System (Est. 14m USD), Kuwait KOC (Est 650m USD)
  + Passed Pre-Qualification: UAE Dubai ITS (Est 20m USD), Bahrain ITS(Est. 15m USD), Egypt Cairo-Alexandria ITS(Est. 8m USD)
  + Awarded: Kuwait e-Government ISP, Moroco e-Government ISP
  + Invited: Syria e-Passport
* Set-up and executed corporate global business strategy and plan for government & SOC sector
* Develop portfolio and marketing strategy of SK C&C's Service Offering for global sales

**Manager, u-Biz. Development** | SK C&C, Korea5/2006 – 12/2007

Transfer to u-Biz. Development Department as Biz. Development Manager, led to set-up u-Biz. Strategy of SK C&C. Participated in Sejong ISP project to win project and draw u-Service models for ISP. Mostly, focused on developing u-Service model and proposal plus building strategic partnership with global company such as British Telecom.

***Notable Accomplishments:***

* Developed ubiquitous City(Smart City) Biz. Model and strategy
* Contributed to win Sejong City (New Administrative capital city of Korea) ISP project and engaged - Developed various service models and u-city strategy
* Developed u-City business opportunities and proposals in Korea, China and Middle East Develop business plan for entering Federal Government IT Service market of the United States of America Federal Government IT Service

**Manager, Strategic Biz. Development** | SK C&C, Korea1/2004 – 4/2006

Selected as key member of SK C&C’s strategic task force to identify and launch new business item & model for core growth model, focused on selecting competitive business item and monetize its business model. After endorsement of Top management include SK Group chairman, dedicated to launch the world first Satellite DMB(Digital Multimedia Broadcasting) enabled PMP as high-end positioning. The first model was launched successfully and could be sold more than 20k sets (average price was 700 USD).

***Notable Accomplishments:***

* Developed new business strategy for SK C&C
* Identified new business items and develop business model & plan, and Launching
* As Business Manager for Portable Multimedia player, successfully launched the first PMP(with satellite DMB capability) model (sold more than 20K units)
* Developed & executed marketing plan and product sales strategy
* Discussed business alliance and cooperation with Microsoft, AMD, Cinema Now etc.

**Associate Manager, Corporate Strategy Planning** | SK C&C, Korea6/2000 – 12/2003

After MBA, Joined SK C&C. As a team member of Corporate Strategy Planning team, played various roles from defining corporates strategy, annual business planning, corporate and department level business performance evaluations to coordination & communications with SK Group HQ. In addition, participated in Joint Venture discussion with HP, Telus(Canada) – SK & Telus set-up JV for IT Managed Service (TelSK; now SK Infosec) later.

***Notable Accomplishments:***

* Developed long-term corporate strategy and Yearly business plan
* Evaluated business plans and division-level performance review
* Identified corporate-level KPI and evaluation scheme
* Managed corporate level partnerships etc.
* Executed corporate-level strategy workshop as key lecturer.

**Associate Manager** | S1 Corp, Korea1/1994 – 6/1996

After graduated the university, entered S1 Corp which is the leading security company in Korea. As entry level allocated to Social System Engineering Lab of S1, took responsibilities to renewal manual for field security agent and handbook for users. In addition, worked to set standard for technical process and working practice of S1 corporation.

**Education**

**Master of Business Administration (MBA), Digital Technology Management – Helsinki School of Economics & Business Administrations** Mikkeli & Helsinki, Finland

**Master of Business Administration (MBA), Exchange Student Program –** McCombs School of Business,University of Texas at Austin, TX

**Bachelor of Engineering, Information Technology, Electronics** – Kyungpook National University, Daegu, Korea