

# SEOHYE LIN KIM

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## SUMMARY

Result-driven event expert with 2+ years of project manager and sales experience. Proven track record of achieving top sales performance through strategic planning and customer management. Seeking to leverage expertise to drive growth in a dynamic event management role.

## WORK EXPERIENCES

- Apr 2022 - **THE WITHIN (Event Agency)** **Seoul, Korea**  
Nov 2023 *Project Manager*
- Successfully executed 30+ international and nationwide MICE events across multiple venues, including hybrid events, by contributing exceptional event management skills
  - Served as primary liaison, proactively engaging with stakeholders throughout projects (clients, venues, crew, guests, sponsors)
  - Proficiently supported all aspects of event planning by generating detailed reports, and adhering to precise timelines with a detail-oriented approach
  - Acquired 2000+ participants and 50+ company sponsorships for the KAI(Korean Association of Immunologists) International Meeting 2023
- Mar 2021 - **WALL STREET ENGLISH KOREA** **Seoul, Korea**  
Mar 2022 *Sales Consultant*
- Accomplished No.1 sales rank, by increasing monthly revenue by 100M KRW(approx. €70,000) through efficient customer management strategies and sales promotion events
  - Secured 200+ new customers by leveraging Excel for sales forecasts and CRM software for accurate lead tracking and follow-ups
  - Collaborate cross-functionally with HQ, marketing, and service teams for increasing sales conversion rate
- Jun 2019 – **VOLUME GRAPH (Audio Post Production Studio)** **Seoul, Korea**  
Nov 2019 *Assistant Sound Designer*
- Orchestrated various media productions for YouTube, TV commercials, radio, and viral promotions by utilizing DAWs(Digital Audio Workstation) such as Pro Tools
  - Collaborated closely with clients to ensure personalized requests, and assisted in multiple project management tasks and recordings for enhancing overall quality of content
- ## EDUCATION
- Sep 2019 – **RECORD FACTORY ACADEMY** **Seoul, Korea**  
Mar 2019 *Interactive Sound Design Course (Audio Post Production, Foley Studies with Pro Tools Certificates)*
- Mar 2014 – **SOONGSIL UNIVERSITY (GPA: 3.6/4.5)** **Seoul, Korea**  
Feb 2017 Associate degree of Arts in Contemporary Music  
*Awarded Merit-based scholarship for 2 consecutive semesters(Fall 2014 ~ Spring 2015)*

## EXTRACURRICULAR ACTIVITIES

- Jan 2024 – **Yes! Lisbon Hostel** **Lisbon, Portugal**  
Present *Volunteer Receptionist*
- Demonstrated strong problem-solving and interpersonal skills, contributing to enhance customer management and garnered positive reviews
  - Successfully managed cash register operations with 100% accuracy, processing average over 80 transactions per day
- Oct 2019 – **Seoul Africa Fashion Show** **Seoul, Korea**  
Nov 2019 *Promotion Team*
- Collaborated with diverse teams of designers, models, and creatives to produce captivating and conceptually-driven media content
  - Attracted 400+ participants and successfully organized an after-party for VIPs

## ADDITIONAL INFORMATION

- Language Native Korean, Fluent in English (OPIc: AL), Basic Portuguese  
Skills MS Office, Google Suite, CRM Program, Audio Post-production and Basic Video Editing  
Certificates Avid Certified User Pro Tools, Driver's License  
Interest Blogging, Surfing, Journaling