

Jaewoo Kim

Seoul, South Korea · +82-10-6337-5735 · globalwork0213@gmail.com
linkedin.com/in/jaewoo-kim-analytics · jaewoo-kim-openai-gtm.pages.dev

SUMMARY

Enterprise GTM professional building AI-enabled pipeline tooling. Twelve years selling and running go-to-market operations across Korea's conglomerate ecosystem, primarily Samsung and LG group affiliates and manufacturing, semiconductor, and automotive-component companies. Now building agentic account-research and outbound systems to generate qualified enterprise pipeline at scale.

Currently an Enterprise Corporate Sales Account Executive at Salesforce (Tableau), a hybrid hunter role spanning outbound prospecting, discovery, qualification, PoC shaping, and closing across a 500+ account territory, with new-logo analytics wins at Samsung Electronics Logitech, SL Corporation, Doosan Tesna, and Kumho Petrochemical. Previously owned Korea demand management, GTM operations, APAC pipeline analytics, and executive QBRs at SAP while working daily with India, Japan, Singapore, and Australia teams.

Fluent in SAP Analytics Cloud (SAC), ERP transformation, and AI-enabled enterprise adoption. Focused on helping OpenAI identify, qualify, and advance high-conviction opportunities across Korean-speaking enterprise accounts in Singapore and Korea-linked regional markets.

PROFESSIONAL EXPERIENCE

Salesforce Korea · Enterprise Corporate Sales Account Executive

Jun 2025 – Present

- Closed four new-logo Tableau contracts (Samsung Electronics Logitech, SL Corporation, Doosan Tesna, and Kumho Petrochemical) spanning logistics, automotive components, semiconductor test, and petrochemicals, with additional Samsung-affiliate deals in progress.
- Design and run outbound pipeline-generation motions across 500+ accounts covering Samsung and LG group affiliates and manufacturing, semiconductor, and automotive-component companies, engaging IT, data, and business decision-makers to create new opportunities.
- Built an agentic account-research and outbound-EDM system that cut per-account research from hours to minutes, continuously refining the outbound process as it scaled across the territory.
- Partner with BDRs and cross-functional stakeholders to plan outbound motions including EDM campaigns, cold calling, and sales plays, qualifying leads and converting account signals into enterprise opportunities.
- Lead PoC-based engagements with Tableau implementation partners and Sales Engineers, aligning technical scope, success criteria, and use cases to support customer buying decisions.
- Navigate complex, multi-entity conglomerate account structures, mapping stakeholders, identifying whitespace, and shaping next steps across evaluation, adoption, and commercialization phases.

SAP Korea · Sales Operations Business Partner Specialist

May 2023 – Jun 2025

- Owned Korea branch demand management, GTM operations, APAC pipeline analysis, and revenue forecasting for SAP Cloud ERP, working daily with India, Japan, Korea, Singapore, and Australia teams to align pipeline health and demand outlook.
- Orchestrated executive-level Quarterly Business Reviews (QBRs), consolidating inputs across Korea field teams and APAC regional stakeholders to support COO and leadership decisions.
- Designed and maintained KPI dashboards visualizing pipeline coverage, conversion trends, and forecast accuracy, contributing to sustained 4x pipeline-to-target coverage.
- Led sales-planning enablement and pipeline analysis toward annual pipeline-generation targets.

SAP Korea · Solution Advisor Specialist

Jun 2022 – Apr 2023

- Supported Cloud ERP transformation in Korea, securing APAC funding and enabling on-premises to cloud transitions through structured consulting engagements.
- Partnered with marketing to identify and engage target customers via executive-level events, supporting Cloud ERP go-to-market alignment.

OTIS Elevator Korea • Major Account Sales Manager

Jul 2016 – May 2022

- Managed 100+ enterprise sites across retail, aviation, and financial services (KRW 20B+ in total contract value) within complex, multi-stakeholder environments.
- Exceeded 2021 annual sales targets by 220% (KRW 10.2B revenue) through cross-functional proposal structuring and technical-scope alignment with branch and engineering teams.

Schindler Elevator Korea • Repair & Gain Business

Jan 2014 – Jul 2016

- Built revenue-stream analysis models in Excel and Visual Basic for structured executive reporting.
- Led a CRM digitization initiative for quotation processes, reducing quotation lead time and improving operational efficiency.

EDUCATION

MBA, Korea Advanced Institute of Science and Technology (KAIST) • Feb 2021

BS, Metallurgical Engineering, Yonsei University • Feb 2013

SKILLS

AI & Automation: GPT/agent workflow design, automated account research & outbound systems, prompt engineering, AI coding agents (multi-agent workflows, MCP)

Data & BI Analytics: Tableau, Microsoft Power BI, SAP Analytics Cloud (hands-on daily practitioner); pipeline & forecast analysis, demand management, QBR & executive reporting, advanced Excel modeling

GTM Systems: Salesforce CRM, account strategy, stakeholder mapping, outbound campaign design (EDM), lead qualification & routing

LANGUAGES

Korean (Native) • English (Business Fluent)

CERTIFICATIONS & HONORS

Salesforce Certified Tableau Desktop Foundations (Oct 2025)

Salesforce Certified Platform Administrator (Sep 2025)

Salesforce Certified Agentforce Specialist (Sep 2025)

AWS Certified Solutions Architect – Associate (May 2021)

Business Partner of the Year, SAP Korea (Jan 2025)

The Peak Innovator Award, SAP APAC Region (Nov 2023)

Together Award – Silver, OTIS Elevator (Jul 2021)

Leadership Award, KAIST Professional MBA (Feb 2021)