

Contact

www.linkedin.com/in/jasminehankr
(LinkedIn)

Top Skills

Organizational Development
Organizational Effectiveness
Training Programme Design

Languages

Korean (Native or Bilingual)
English (Native or Bilingual)

Jasmine Han Williams

Business psychologist, Co-Author of Work design
Singapore

Summary

A versatile learning & development business partner with +14 years experience gained from working within a prestige's business school, various global corporate organisations and government entities. An innovative skill set, from creating traditional learning methodology for classroom training to delivering new learning experience through E-learning platform. Consulted with key stakeholders to understand and agree optimal learning strategies to drive success. Taught MBA and EMBA students in various business schools, facilitated complex topics from leadership to international negotiation strategies.

Experience

Wodi Labs

Co-Founder

July 2013 - Present (7 years 2 months)

Singapore / Korea

My passion to design and deliver customised learning & development programmes led me to Co-founding an adult education company called Work Design Labs (WODI LABS) with the objective of creating a new learning experience in and outside the classroom. Designed and produced the WODI BOX (patented tool kit) that has been used to help facilitate training modules for corporate, school and government clients.

- Founded Wodilabs, Adult Education Start up in Korea & Singapore, Granted 20K government funding
- Led the commercial operations ranging from marketing & business development to client account management
- Designed and led a series of leadership programs to over 2000 students and professionals through Online and Offline class
- Designed and produced the tool kit "WODI BOX" (patented) and delivered the design thinking workshops for corporate, MBA students and government clients

- Partnership with major corporate clients & NGO including General Motors, Samsung, JP Morgan & Seoul Start up center
- Delivered “Work Design” workshops for MBA students and “Coaching leadership” at Temple University
- Designed and launched 4 Online courses on Wodilabs platform and that was translated into English, Chinese

Deloitte

Manager

October 2019 - January 2020 (4 months)

Singapore

Workforce transformation/ Leadership Design in Human Capital

Work in helping organizations reskill their workforce and foster future-ready leaders with the exponential mindset

ESSEC Business School

Negotiation Coach/Training Manager

July 2013 - May 2017 (3 years 11 months)

Singapore

Trained/coached MBA students, corporate executives and government officers "Negotiation Strategies & Leadership" in ESSEC IRENE (The Institute for Research and Education on Negotiation) in Singapore campus.

- Led a series of intense negotiation training programs for Taiwan Government officers, based on self and peer reflection model
- Designed and launched the executive leadership program “Influential Negotiation for Leaders” for C-Suites clients
- Partnered with the marketing & sales team to raise awareness of the school’s course with corporate & government clients.
- Delivered the “Cross-cultural negotiation” and “Influencing skills” programs to MBA and Master students
- Designed and delivered “Negotiation Workshop” to Executive MBA students, Sogang Univ. from South Korea
- Developed new psychometric test “Negotiation Behavior Questionnaire” and Negotiation Coaching model used across the groups various programs with students and corporates / governments
- Worked with AIG HR and Microsoft sales team across Asia to deliver “Negotiation Strategy” learning program

Apple Inc.

APAC Performance Coach/Trainer

January 2012 - July 2013 (1 year 7 months)

At Apple in Singapore, my role covered Business Coaching & Training for South East Asia. Designed and implemented several modular courses for the Sales and Service team across South and Australia team with the objective of increasing sales conversion.

- Delivered coaching/training programs to Apple employees (350+) and team managers (20+)
- Presented coaching strategy/process/evaluation in JAPAC as coaching team leader
- Partner with the sales/service leadership teams to analyse employee's competencies
- Diagnosed/Developed various L&D programs based on changing business needs analysis .
- Conducted performance & leadership coaching for achieving business KPI/target
- Applied various psychometrics tools for tailored interventions

Hegoslab

Training Manager

January 2011 - October 2011 (10 months)

Seoul, Korea

At Hego Labs allowed me to work with some of Korea's largest multi-national companies, partnering with the HR teams to design and deliver bespoke training for their employees.

- Facilitated leadership training course for 1800+ trainees, 40+ people in a class
- Achieved excellent training/ facilitation feedback from clients with average rating of 4.4 out 5
- Conducted training for several clients including Allianz, OTIS and Woori Security
- Developed customised training course for various industries and levels of seniority
- Designed tailored organizational interventions depending on business systems
- Consulted with Shinhan bank Global HRD to transition the organizational effectiveness

- Solely facilitated the Positive Psychology based workshop with Seoul National University Psychology department

Stryker

Recruiting Manager

July 2010 - October 2010 (4 months)

Seoul, Korea

- Managed AP regional recruitment process including Singapore, Thailand and Malaysia
- Worked with US based Gallup consultants to evaluate the Leadership Competency Metrics
- Conducted quantitative analyses to assess selection ratios, cost benefit analysis
- Screened and interviewed various levels of candidates including directors for 20+ vacancies
- Reported to Hong Kong headquarters regarding recruitment forecasting and monthly status
- Participated in 2010 KOTRA Foreign company Job Fair for Recruiting Strategy 2011

Shell Oil Company

HR Assistant

2005 - 2007 (2 years)

Seoul, Korea

- Managed a broad range of HR functions for 130+ expats and 30+ local employees in Korea
- Designed, reviewed and updated local HR policies & issues to align with global policies
- Handled expat salary, bonus and other budgeting issues with finance team
- Managed implementation of recruitment programmes for global and local talent pools
- Arranged L&D programs to provide strategic training support to the needs of various levels
- Participated in Shell Manpower Global Project in Russia with HR business partners
- Audited and updated each employee's information on Shell SAP

Swiss Reinsurance Company

HR Generalist

2005 - 2005 (less than a year)

Seoul, Korea

- Sole responsibility for dealing with the full spectrum of HR issues for the expats and locals
- Analyzed the needs and organized employee training programs with regional L&D manager
- Liaised with HR department to share HR issues in Swiss-Korean companies
- Managed HR data system update and participated in global/regional HR system projects
- Handled expats' issues from relocation to culture awareness/diversity training in Korea
- Arranged and reported on performance reviews, to the General Manager and AP region

Shinsegae Retails Training Facilitator (Intern) 2003 - 2004 (1 year)

Seoul, Korea

- Co-designed the training programs and curriculums for Shinsegae retails managers
- Provided stand up training for the managers in the use of statistical analysis
- Evaluated the training outcome and reported on the feedback to HR managers
- Coached the business line managers in the follow up session to finalise their business strategy

SK telecom Assessment Centre Consultant (Intern) 2003 - 2003 (less than a year)

Seoul, Korea

- Consulted SK Telecom to develop Assessment Centre based on competency modelling
- Analyzed senior managers' leadership skill according to business strategy
- Responsible for developing the 1st module to select new leaders in coaching skill
- Developed the assessor's leadership rating scale based on various psychometric tools
- Achieved an evaluation as the most successful Assessment Centre Program in Korea

Education

University of Sydney

Master, Organizational Coaching/ Faculty of Business and
Economics · (2009 - 2010)

Kwangwoon University

Master, Industrial/Organizational Psychology · (2003 - 2005)

Contact

www.linkedin.com/in/jinniekim

(LinkedIn)

www.roberthalf.com.sg (Company)

Top Skills

Recruiting

Career Counseling

Interview Skills

Languages

English (Full Professional)

Korean (Native or Bilingual)

Certifications

GlobeSmart Profile Certification

Certificate of Employment

Intermediaries (CEI)

Jinnie Kim

Talent Acquisition and Staff Development Manager at Robert Half
Singapore

Summary

Talent Acquisition and Staff Development at Robert Half International Singapore.

10 years in HR Solutions industry with different portfolios of recruiting consultant, national/regional sales, trainer and talent acquisition.

Experience

Robert Half

Talent Acquisition and Staff Development Manager

July 2019 - Present (1 year 2 months)

Singapore

Entrepreneur mindset in you? Like to achieve goals and the impossible?

Want to make a difference in people's lives? Work in a fun and rewarding environment? Let's have a talk!

jinnie.kim@roberthalf.com.sg /+65 6533 7778

Robert Half International was founded in 1948 (70years in the market) with over 360 locations worldwide.

Our Singapore business has seen great growth over the past years and we are currently looking for talents to join our experienced teams.

Robert Half Singapore operates five lines of business: Financial Services, Finance & Accounting, Accounting Temporary Staffing, Technology and Management Resources.

Through our Consulting and Staffing arms we have created Managed Business Services (MBS), we provide a very unique service offering solution for our clients: ranging from deliverable project based solutions, staff augmentation for Finance and

Technology transformation projects, and permanent staffing solution across all industries.

The Adecco Group

Regional Sales Manager

June 2018 - June 2019 (1 year 1 month)

Singapore

The world's leading provider of HR solutions with over 31,000 FTE employees in over 60 countries

- Identified business opportunities and executed sales strategies for existing and new clients across the Asia region
- Supported the countries to develop their business with specific clients
- Managed the entire process of bidding
- Ensured growth strategies and long-term relationships with clients
- Cross & up sell of services across business lines as well as brands under Adecco group

Wodi Labs

Director of Career Lab

June 2016 - May 2018 (2 years)

Korea

Research & training company develop the training programs and tools can support you to design your own works

- Researched and developed training programs and tools
- Delivered WodiLabs programs by workshop, lecture, online course..etc
- Identified potential clients and customise the programs upon requests
- Executed marketing activities

The Adecco Group

Client Development Manager

June 2014 - May 2016 (2 years)

Singapore

The world's leading provider of HR solutions with over 31,000 FTE employees in over 60 countries

- Key contact point of existing 100+ top international clients

- Identified business opportunities and execute sales strategies for higher market share
- Ensured growth strategies and long-term relationships with existing clients
- Up and cross sell of all Adecco Group brands; Adecco, Spring, Pontoon, Lee Hecht Harrison and Beeline

JAC Recruitment

Manager

June 2009 - May 2014 (5 years)

Singapore

Global recruiting company with 20 branches in 10 countries

360 Recruitment Consulting

- Sourced and approached new clientele for business opportunities
- Executed marketing activities for potential clientele
- Managed over 50 client accounts and maintained a good rate of repeating business
- Sourced, selected, interviewed and assessed candidates to find suitability for clients' requirements and prospective opportunities
- Handled entire process of placement from promoting candidates to negotiating of remuneration packages
- Provided professional consultancy service regarding market knowledge and career management
- Organized or participated various events such as job fair, seminars and networking events

Team Management

- Managed P&L and KPI of team
- Led the sales revenue of team doubled since joining the team
- Provided management to support team to maximize the sales activities
- Designed and delivered the training for recruiting consultants
- Exercised annual appraisal for team

Hyundai Oilbank

Sales Executive

December 2004 - June 2008 (3 years 7 months)

Korea

Leading Korean oil refinery company

Business Development / Account Management

- Developed new business opportunities and managed 30 key accounts
- Handled full spectrum of sales process
- Negotiated on the business terms and conditions
- Solved various problems including technical issues
- Ensured all the internal processes are coordinated properly with the relevant parties

Business Analyst

- Designed monthly/quarterly/yearly sales targets and KPI for team
- Prepared various reports regarding performance and market information
- Involved in various projects on enhancement of division work systems and marketing strategies

Education

Sookmyung Women's University

BA, PR & Advertising / Telecommunication (Double major) · (1999 - 2005)

Contact

www.linkedin.com/in/yoonseunga
(LinkedIn)
taradatamarketing.com/ (Personal)

Top Skills

SEM
Social Media
Digital Marketing

Languages

English (Full Professional)
Korean (Native or Bilingual)

Certifications

Certified Advanced Project Manager
from the Stanford University

Tara Seunga Yoon

Digital Media, Marketing & Analytics expert with strong track record
across APAC markets
Singapore

Summary

I am a digital media expert with strong client & partner management experience across Asia Pacific markets, having worked on the agency side. Core domain expertise lies in digital media strategy, planning, implementation, performance optimization, web analytics and overall project management. Due to my robust regional experience working across teams, geographies, verticals and functions, my domain expertise and partner relationship management skills go hand in hand in creating success. I love everything digital and the never-ending journey of learning in this the wired world is my passion.

Experience

Google

Head of Partner Performance, Channel Sales - SEA
November 2015 - Present (4 years 10 months)
Singapore

Performics

4 years 11 months

Group Manager

October 2013 - April 2015 (1 year 7 months)
Singapore

Manager

July 2012 - September 2013 (1 year 3 months)

Associate Manager

June 2010 - June 2012 (2 years 1 month)
Singapore

Blue Interactive Agency

Senior Account Executive

November 2006 - November 2009 (3 years 1 month)

Singapore

HP

Digital Marketing Executive

February 2006 - November 2006 (10 months)

Seoul, South Korea

Education

Stanford University

Advanced Project Management · (2012 - 2013)

Sungshin Women's University

Bachelor's Degree, English Language and Literature, General · (2003 - 2007)

Contact

www.linkedin.com/in/eunjin-lee
(LinkedIn)

Top Skills

Bloomberg Terminal
Equities
Derivatives

Languages

English (Native or Bilingual)
Vietnamese (Native or Bilingual)
Korean (Native or Bilingual)

Certifications

Interpretation & Translation
certificate
CMFAS (Capital Markets and
Financial Advisory Services) 1B, 2A,
5, 6, 6A, 8, 8A, FMRP
CACS (Client Adviser Competency
Standards)

Eunjin Lee

Relationship Manager at ANZ
Singapore

Summary

Experienced Sales / Business Development / Account Manager with demonstrated history of working in the financial services industry for 10+ years. Trilingual in Korean, Vietnamese and English. Skilled in Sales, Relationship Management, Portfolio Management, Hedge Funds, Foreign Exchange (FX) Options, Futures, and Asset Management. Strong sales professional with a Master of Business Administration (MBA) from IE business school and Singapore Management University

Experience

ANZ
Relationship Manager
August 2019 - Present (1 year 1 month)
Singapore

Sumitomo Mitsui Banking Corporation
Relationship Manager
2017 - 2019 (2 years)
Singapore

Barclays Investment Bank
Regional Account Manager
2014 - 2017 (3 years)
Singapore

Goldman Sachs
Associate
2012 - 2014 (2 years)
Singapore

Barclays Investment Bank
Analyst
2011 - 2012 (1 year)

Singapore

Bloomberg LP
Equity Specialist
2007 - 2011 (4 years)
Singapore

Thomson Reuters
Intern TV Producer
2007 - 2007 (less than a year)
Jongro-gu, Seoul, Korea

Education

IE Business School
Master of Business Administration (MBA), Business Administration and
Management, General · (2016 - 2017)

Singapore Management University
Master of Business Administration (MBA), Business Administration and
Management, General · (2016 - 2017)