

WANJOO ALEXANDRE KIM

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Born in the US of a Korean father and Swiss mother, I am formed by international experiences, diverse values, and navigate by a global cultural compass. I am creative. This has fueled the drive to start four successful businesses. I possess exemplary writing skills and translate ideas into plans that get financed. I have the vision, aesthetic intelligence, discipline, and managerial skills to shepherd projects from conception to realization. I believe in responsible consumerism and the cradle to grave integrity of products and services. I celebrate the synergy of function and form, lead by example, and do well by doing good.

EDUCATION

Stanford Law School, Palo Alto CA, Class of 1991

Juris Doctorate

Member, International Law Journal

Tufts University, Medford MA, Class of 1985

Bachelors of Science Engineering – Economics Double Major

Graduated *Cum Laude*

COMPETENCIES

- | | | |
|----------------------------|------------------------------------|--------------|
| • Exemplary Writing Skills | • Management | • Marketing |
| • Aesthetic Intelligence | • Customer Relationship Management | • Design |
| • Listening | • Brand Development and Management | • Accounting |

PROFESSIONAL HIGHLIGHTS

Started four profitable businesses. Sold three of the four start-ups after generating double-digit growth to profitability.

Wound down a \$35,000,000 multi-brand car dealership, collapsing as a consequence of the 1997 Asian economic crisis, the devastating effects of a super-typhoon and the highly leveraged financing schemes practiced by previous management. Managed ownership's interest both as plaintiff and defendant during four years of litigation. Successfully mitigated over \$7,000,000 in liabilities settling for less than \$350,000.

EMPLOYMENT HISTORY

Founder Oct. 2014 – Present

wordsmithplus.com *Clarity of Thought and Expression™*

Founded this content creation and editing service committed to the principle that words make a difference. Provide high-value added review of critical content. Specialize in French to English translations.

Director, International Business Development Jun. 2016 – Present

Kaya Media Corporation

KayaMedia is or has been the licensee for the Korean editions of *Marie Claire*, *Marie Claire Maison*, *Harpers Bazaar*, *Esquire*, *Playboy*, *The Neighbor*, and *Motor Trend*. Responsibilities include license agreement negotiation and compliance, business plan writing, and correspondence with licensors.

President Mar. 2018 – Present

Green Tech Solutions Inc. dba HydroKleen™ Guam

Secured the exclusive license for HydroKleen™ Global split-ac cleaning systems for Guam. Oversaw double-digit growth over two years. Currently negotiating the sale of the license.

President Mar. 1997 – Present

Mars Corporation, Harmon Industrial Park, Guam

Negotiated with the Government of Guam's Department of Revenue and Taxation to establish Guam's first privately operated vehicle safety inspection station.

President Mar. 2007 – Jan. 2014

IWC Enterprises Inc. dba Margarita's, Tumon, Guam

Conceived, designed, developed, and operated this Mexican themed full-service restaurant. The project was partially financed through a \$350,000 Small Business Administration guaranteed loan.

President Jun. 2001 – Jun. 2008

SIG Enterprises Inc. dba Fishbowl, Tumon, Guam

Conceived, designed, developed, and operated this up-market entertainment venue. The Fishbowl set new standards in design and execution of concept. This project was partially financed through a \$125,000 Small Business Administration guaranteed loan.

Senior Vice President/President Apr. 1997 – Mar. 2000

Keico Motors Ltd., Tamuning, Guam

Joined what was at its peak a \$35,000,000 a year dealership for Chrysler, Jeep, Dodge, Hyundai, Ford and Mazda. Assumed the presidency in 1999 in a bid to save a company buckling under the consequences of the 1997 Asian economic crisis and the risky financing practiced by previous management.

Owner Aug. 1993 – Mar. 1997

C Design, San Francisco, California

Founded this boutique design and manufacturing firm specializing in lighting products (Flipit™ Lamp / Kika Candlesshade™). Clients included the SFMOMA Design Store and US national chains. Please see www.wanjooalexkim.com.

Attorney at Law Nov. 1991 – Jun. 1993

Graham & James*, San Francisco, California

Practiced corporate and transactional law. * Now Squire Sanders as a result of a merger in 2000.

ADDITIONAL

Software: AccountEdge / Adobe Illustrator and Photoshop / Graphite CAD.

Licences: Member, State Bar of California.

Directorships: 1997 Elected to Guam Chamber of Commerce Board of Directors.
2005 Appointed by the Governor of Guam to the Board of the Guam Economic Development and Commerce Authority.

Teaching: Taught undergraduate course in entrepreneurship.

Languages: Fluent in English and French.

Nationality: Swiss and US dual national.

Of Interest: Seeking representation for my first novel, *The Accidental Yakuza*.