

Keat Min Woo

PROFILE

As a hexa-lingual generalist economist graduate, I speak data, data analysis, problem solving with behavioral economics and evidence based decision, business development, green energy, self-growth and ultimate Frisbee.

EXPERIENCE

BUSINESS DEVELOPMENT MANAGER

ON ENERGY LLC, SOUTH KOREA

2015 Nov – 2016 Jun

- Market research and new business expansion in Malaysia, Small Island Development States, and African states with Green Climate Fund
- Green energy consultation service to Egypt for its groundwater extraction, Ethiopia, Uganda and Kenya for their geothermal power plant development and SIDS countries to develop their green energy solutions and securing climate finance fund.
- Introduced and implemented CRM that improved company's communications with prospective clients and opportunities globally
- Improved effectiveness of company's project management team with PMBOK methodologies for deep-well heating plant in Tampere, Finland

BUSINESS DEVELOPMENT INTERN

HANWHA ENERGY CORPORATION, SOUTH KOREA

2015 June – 2015 September

- Developed biomass business expansion project and supply chain network
- Obtained vital market data from market research that prevented loss of \$12m from the expansion project
- Cut loss by reallocating resources to profitable power plant projects in Indonesia

TREASURER

KOREA ULTIMATE PLAYERS ASSOCIATION, SOUTH KOREA

2013 Aug – 2016 Jun

- Book-keeping, budget planning, and budget analysis for KUPA, a 250 members association and growing
- Built a new efficient system to ensure consistency in association's account and data management and analysis

SKILLS

- **Leadership and teamwork**
 - Captain and Defensive MVP for multiple international tournaments in Ultimate Frisbee
 - Representing Team South Korea national Ultimate Frisbee team in AOUC Hong Kong
- **Proficient in Microsoft Office**
- **Python**
- **Adaptability and learning**

IN PROGRESS

- **Facebook Blueprint (Certification)**
- **NumPy, Pandas, SciPy and Django**
- **Digital Marketing**

EDUCATION

B.A in Economics with Finance focus

YONSEI UNIVERSITY, SEOUL

2012 Mar – 2016 Mar

Minor in English Language and Literature

LANGUAGE SKILLS

ENGLISH (FLUENT)

MALAY (NATIVE)

KOREAN (FLUENT, TOPIK 5)

MANDARIN (CONVERSATIONAL)

CANTONESE (CONVERSATIONAL)

HOKKIEN (CONVERSATIONAL)

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