**LEE IN-KYONG**

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# **TRANSLATION CAREER**

2018. 06 - KasperskyLab Protection from ransomware and malicious crypto mining software

- DNP America’s maintenance manual for semiconductor production devices

- marketing brochure for **IKEA** 75th anniversary

2018. 07 - **Amazon** Web Service(AWS) Web Content

 - **Marriott** Hotel & Resorts Digital Web Content\_1

 - European Innovation Scoreboard(EIS) from **EU Committee** for

KISTEP(Korea Institute of Science & Technology Evaluation and Planning)

2018.08 - **Marriott** Hotel & Resorts Digital Web Contents\_2

 - **USA Official Tourism Website**(https://www.gousa.in/)

2018.10 - Computational Thinking and Coding Education Curriculum

2018 11 - Computational Thinking and Coding Education Curriculum \_2nd Project

2018.12 - **Marriott** Hotel & Resorts Employee Training Program Detailed Curriculum

2018.12 - **Schneider Electric**(Energy management company)’s Manual regarding

Power Management

- Jelly Belly Candy Company’s Website Localization

2019.01 - **PRADA** Korean Web site project (On going)

2019.02 - The Agreement between Sharp Entertainment and Actor, Lee Ji Hoon

2019.02 - KasperskyLab Blog: How cybercriminals harvest information for spear phishing

2019.03 - AWS(**Amazon** Web Service) website Localization

2019 03 - LA EPA(Environmental Protection Agency)’s brochure about West Nile Virus

# **SKILLS**

-. The Interpretation & Translation Certificate (Business English Grade 1)

-. Authorized Administrative Translator (<http://www.aaatk.org/english/english04>)

 -. CAT Tool (Trados Studio 2017, Memsource)

- . Microsoft Office (MS-Word, Excel, Power point)

# EDUCATION

03.1992-02.1997 **HANKUK University of Foreign Studies** Seoul, Korea

• B.A - Japanese Language

04.1995-12.1995 **SHINJUKU Japanese Language School** Tokyo, Japan

01.2005-12.2005 **Fashion Institute of Technology** New York, USA

 (State University of New York)

• A.A.S - Fashion Merchandising Management

**SWAROVSKI KOREA** Seoul, Korea

07.2013- 05.2014

 **Head of Planning & Merchandising**

\* Analysing

- Monitoring and analysing of merchandising KPIs performance management

- Performance tracking vs. plan: sell-through & inventory, assortment mix,

 product penetration, etc.

\* Planning

- Planning Product ranges and preparing sales and stock plans.

- Optimizing the balance between season’s new collection and basic bestseller.

- Planning OTB for every season with sales, sell-thru and end-season stock

- Maintain optimal stock turn and coverage with long-tail management.

\* Operation

- Controlling stock levels based on forecasts and sales budget, decision maker of

OTB(Open to Buy)

- Sales and stock analysis

- Controlling replenishment based on stock level analysis and handling delivery issues.

- Managing plan to factory outlet’s stock liquidation with optimal mark down

**MCM (SUNGJOO D&D Inc)** Seoul, Korea

03.2011- 06.2013

 **Merchandising Team Leader for MCM Duty-Free Business**

 **(RMD Team 2 / RMD Group / Korea Operation Division)**

- Developed & requested Duty Free-only merchandise line.

- Checked trend and market’s hot items of every season

- Planed & forecasting for sales and stock level

- Planed merchandise range for DF

- Worked as chief buyer of seasonal new lines

- Sales forecasting and distribution planning by store level

- Window presentation and store VMD planning (w/VMD Team of Head Office)

- Weekly/Monthly distribution by store

-

**SAMSUNG TESCO Homeplus** Seoul, Korea

02.2006-10.2009

**Chief Buyer for Private Label Women’s Wear**

- Planned merchandise assortment, sales targets and markdown rate

- Selected styles from domestic and overseas sources based on the assortment plan.

- Product release, pricing, and support marketing

-Developed new product range based on market research

-Recommend key outfits presentation for weekly advertising bills

**SAMSUNG C&T Corporation (formerly SAMSUNG Corporation)** Seoul, Korea

02.2004-12.2005

 **Leave of absence period for studying abroad**

 • Fashion Institute of Technology (State University of New York)

 A.A.S Degree - Fashion Merchandising Management

10.2002-01.2004

**Buyer for ISSEY MIYAKE** (Imported Women’s RTW)

 - Selected merchandise lines and planned ads & promotion

- Carried out buying and sales planning based on past performance

- Planned distribution by store and scheduled product release

- Carried out market research and Analyzed sales by category level

03.1999-09.2002

**Merchandiser for** **YVE SAINT LAURENT** (Licensed Men’s Casual Line)

- Carried out numerical planning on yearly, quarterly and monthly basis

- Developed new products

- Planned distribution by store and scheduled product release

- Market research and sales analysis

- Support marketing (manual for sales staff, promotion plan etc.)

**\* Interpreter and translator for consultants from Japan at monthly meeting**

03.1997-02.1999

**Areal Manager for Gyeong-gi & Incheon Area** for Men’s Wear Team

- Opened new stores and closed under-performing stores

- Set sales targets for each store and analyzed sales results

- Planned promotions & events