

WORK EXPERIENCE

Consultant - Owner Anselmo Consulting Group

05/2022 - Present

Roles

- AWS solutions architecture
- AWS Camp YouTube tutorials
- Consulting for AWS Account of Zoom Digital

Business Development Manager Zoom Digital

04/2016 - Present

San Francisco, California USA

Manufacturer and Solutions provider of commercial grade AV Systems

Roles

- Audio/Visual Systems Architect: Design and execution.
- Customer/Tech Support: Onsite and Remote tech support for software and hardware troubleshooting. Management of AWS Windows EC2 instances with our server software.
- Product Management: Over 100 SKUs. This includes cataloging on various platforms, inventory, direct/channel sales, marketing.
- Business Development: Focus on B2B and setting up "channel" relationships and contracts with manufacturer representatives and system integrators.
- Account Management: From first time accounts to integrators to key government accounts.
- Marketing: Creating marketing materials such as product sales sheets, brochures, videos. Management of email campaigns and social media accounts.
- Tradeshow Management: From start to finish, beginning with reserving booth space, shipping and personnel arrangements, 3rd party vendor contracts, product placement and marketing (+20 events).
- Web Master: Created and updated company website.

Independent Freelancer Kaplan, English Primary Institute, and Self

12/2010 - 04/2016

Korea, Japan, USA

English teacher at various institutions, teaching TOEFL/TOEIC. I also offered web-design services and taught basic computer skills.

EDUCATION

Master of Science in Education Temple University

09/2012 - 08/2013

Tokyo, Japan

Bachelor of Arts in Music University of California Berkeley

08/2006 - 08/2010

Berkeley, California USA

SKILLS

AWS Architecture

Windows/Linux/Mac OS

IT Support

SysAdmin

Product Management

Business Development

Account Management

Marketing / Content Creation

Account Acquisition

Government Contracts

NOTABLE ACCOUNTS

NASA (Goddard, JPL, AMES, HQ), NOAA, United States Department of State, United States Mint, San Francisco Department of Technology, Samsung, Doosan, Intel, DigiBird

CERTIFICATES

AWS Certified Developer Associate

Expected 10/2022

AWS Certified Solutions Architect Associate

Issued 12/17/2021

AWS Certified Cloud Practitioner

Issued 08/30/2021

Google Ads Display Certification

Issued Aug 2021

Google IT Support Specialization

Issued July 2021

Codecademy - HTML, CSS, Bootstrap

Issued June 2021

AWS EXP

Managed Windows EC2 instances with company server software required for internal and client digital signage fleets @ Zoom Digital

Managing IAM accounts, roles, organization and Implementing VPC, RTE53, ELB, EBS for personal hands-on accounts.

Integrated EC2, S3, Lambda for website/wordpress