

Sungho Yoo

Duke University: Box 98342 Durham, NC 27708
Permanent: 833 Silverwood Dr Lake Mary, FL 32746
Mobile: (321) 262-9360 Email: Sy14@duke.edu
www.sweetandsourproductions.com
www.getgambit.com

EDUCATION

Duke University Durham, NC

Major: B.S. in Economics; Certificate: Markets and Management Studies

Honors: Cutco Branch Manager Candidate, Speaker at NYCAASC

GPA: 3.0

BUSINESS EXPERIENCE

Gambit: Manager of Customer Service and New Business San Francisco, CA – December 2008 to present

- Developed and managed international customer service solution servicing over 150 countries and 500,000 users daily
- Acquired new clients and trained new sales representatives

McKinney Advertising: Print Production Durham, NC – Summer 2008

- Collaborated on a major business pitch for a Wachovia advertising campaign
- Edited and improved Quest Business, Travelocity and NASDAQ print ads for national advertisement campaigns

Sweet and Sour Productions: Partner and Producer Durham, NC – Fall 2005 to present

- Produced films that received Air America's Obama Ad Contest First Place, NC Center for Voter Education "Go Vote 08" PSA Contest Second Place, 30th Asian American International Film Festival Official Selection, 2007 Scene First Student Film Festival Official Selection
- Commissioned by Duke University Dean of Student's Office to film "Orientation," which advertised freshman orientation and life for Duke's incoming classes, as well as showcase films at Duke's Blue Devil Days 2008 for prospective incoming students
- Made ad campaigns, promotional trailers and videos, and other forms of media for various paying clients such as Thankster.com, Nicholas School of the Environment and Defining Movement dance group
- Provided training, on- and off-set advice, grants, equipment, crew contacts, and additional resources for student film projects at Duke

Mosaic Media Group: Talent/Production Intern Los Angeles, CA – Summer 2007

- Created detailed presentations summarizing new film opportunities for talent managers, producers, actors and actresses
- Analyzed database of #1 foreign box office movies and assessed films' potential marketability in the US

Cutco: Field Sales Leader Orlando, FL – Summer 2006

- Completed sales totaling \$23,000 in a two month period; personal average order was \$425 (company average was \$233)
- Assisted and led weekly team meetings with up to 60 attendees; formalized advanced closing, dropping down, and report building techniques
- Initiated field training program for lower level sales representatives; 100% of tutored professionals announced increases in quarterly sales

LEADERSHIP ACTIVITIES

Asian Students Association: External Affairs Consultant Durham, NC – Fall 2006 to present

- Lectured on leadership strategies at Duke University and the New York City Asian American Student Conference 2008
- Created 6 social functions that attracted an audience of approximately 200 per function; average gross from events increased from net loss of \$1,600 to gain of \$1,000 since holding position

Defining Movement: Treasurer and Lead Choreographer Durham, NC – Fall 2005 to present

- Taught over 100 master classes, directed Lunar New Year cultural show and three showcased routines
- Produced financial package to help secure over \$5,200 in funds from various university grants and student activity funds

SKILLS & INTERESTS

Desktop Skills: Proficient in Microsoft Excel, PowerPoint, Word, and Cool Edit Pro.

Other Languages: Proficient Korean and Conversational German

Interests: Film, Dance, Urban Art, Bargain/Thrift Shopping