

INITIAL DRAFT

Job Experiences

- August 2006** **Kia Motors Corporation** **Seoul, Korea**
~ Present *Transfer Pricing Coordinator in international taxation group, International Accounting Team*
- Managed the process and negotiations of bilateral Advanced Pricing Agreement (APA) between competent tax authorities including the U.S, Germany, France, Canada and Australia
 - Managed the process and negotiations of Mutual Agreement Procedure (MAP) between competent tax authorities including Spain, France and the U.K
 - Reviewed the transfer pricing, V.A.T and customs aspects of the cross production of YN (Venga) between Hyundai Motors Manufacturing Czech and Kia Motors Manufacturing Slovakia
 - Oversaw and allocated the outbound cash flows to overseas sales subsidiaries as support payments (Annually about \$900 mil) according to TP regulations and policy
 - Led a project to restructure Transfer Pricing structure in Europe and to make a new Transfer Pricing Policy with KPMG Korea
 - Led a uni-lateral APA project to seek the approval of arm's length prices of income adjustments to overseas sales subsidiaries with Deloitte Korea
 - Analyzed exporting vehicles' price structures and calculated their dumping margins
 - Reviewed many tax withholding cases of non-residents' income in Korea
- Jan 2006** **Hyundai Oilbank Co., Ltd.** **Seoul, Korea**
~ May 2006 *Customs coordinator, Crude Oil Trading Team*
- Managed long-term crude oil contracts and the process of customs clearing
- March 2005** **Watson Wyatt Company Ltd.** **Seoul, Korea**
~ May 2005 *Intern analyst, Human Capital Group II*
- Assisted consultants conducting a project of reestablishing corporate culture

Education

- March 1999** **Korea University** **Seoul, Korea**
~ Feb 2006
- Bachelor of Business Administration
 - Concentration in Finance, Accounting and Economics
 - A scholarship with honor
- Sept 2004** **Schulich School of Business, York University** **Toronto, Canada**
~ Dec 2004
- Exchange Program

Additional Information

- Language: Korean (Native), English (Fluent), German (Intermediate)
- Vice President, Kia's New Generation Committee (2008)
- Studied in Bonn International Secondary School (1996~ 1998)
- Sunday School teacher and the main drummer of worship team in Yoido Full Gospel church (2005~ 2008)
- Other interest: skiing, swimming, cultural travel

Comment [Ivy1]: We'll format this so it looks cleaner. Right now you can see there are lots of jagged edges in the lines.

Comment [Ivy2]: Too many bullet points without direction – did you have multiple positions in the company and get promoted? We should split it up that way if possible.

Comment [Ivy3]: Numbers are always good, like you put here. We should have similar facts for your other responsibilities.

Comment [Ivy4]: Again, specificity is always preferred. Estimate how many cases you saw.

Comment [Ivy5]: This is pretty vague – what exactly did you do when you managed these cases? We can also have a few more lines here so that it doesn't seem insignificant compared to your KMC work.

Comment [Ivy6]: Any other honors, awards, or clubs? It would be great if you had any leadership experience to show here.

Comment [Ivy7]: We can even put this in the work experience above.

FIRST REVISION

PROFESSIONAL EXPERIENCE

KIA MOTORS CORPORATION

Seoul, Korea

Transfer Pricing Coordinator, International Accounting Team

Time-Present

- Negotiated [insert number] bilateral Advanced Pricing Agreements between competent tax authorities, including US, Germany, France, Canada, and Australia
- Negotiated Mutual Agreement Procedures with competent tax authorities, including Spain, France, and UK
- Oversaw transfer pricing, VAT, and customs of producing the Kia Venga at Hyundai Motors Manufacturing Czech and Kia Motors Manufacturing Slovakia
- Allocated cash flows to overseas sales subsidiaries in accordance with TP regulations (annually \$900 million)
- Led project to restructure Transfer Pricing structure in Europe, collaborated with KPMG Korea
- Led project to approve arm's length prices of income adjustments to overseas sales subsidiaries with Deloitte Korea
- Analyzed exporting vehicles' price structures and calculated dumping margins

Accountant, Human Resources (*change as necessary*)

Aug 2006-Time

- Resolved [insert number] tax withholding cases of non-residents' income
- [any other accomplishments or job descriptions]

HYUNDAI OILBANK CO., LTD.

Seoul, Korea

Customs Coordinator, Crude Oil Trading Team

Jan 2006-May 2006

- Managed [insert number] long-term crude oil contracts worth [insert amount of money] and process of customs clearing

WATSON WYATT COMPANY LTD.

Seoul, Korea

Intern Analyst, Human Capital Group II

Mar 2005-May 2005

- Assisted consultants in reestablishing corporate culture

EDUCATION

KOREA UNIVERSITY

Seoul, Korea

Bachelor's in Business Administration (GPA: [insert])

Mar 1999-Feb 2006

- Concentration in Finance, Accounting, and Economics
- Scholarship with Honor
- [insert any leadership positions, awards, etc]

YORK UNIVERSITY

Seoul, Korea

Schulich School of Business, Exchange Program

Sep 2004-Dec 2004

PERSONAL

Languages (intermediate) Korean (native) • English (fluent; GMAT: [insert score, TOEFL if a good score]) • German

Early Life Studied in Bonn International Secondary School, Germany (1996-1998)

Interests Sunday School Teacher - Led Worship Team in Yoido Full Gospel Church (2005-2008)
Skiing • Swimming • Extensive Travel ((list places you've traveled before))

Comment [Ivy8]: Prioritize these in importance - which are your most impressive tasks and accomplishments? Only you can decide this.

Also, feel free to add the information about helping issue Kia's first BW that you mentioned in Essay 1.

FINAL REVISION

PROFESSIONAL EXPERIENCE

- KIA MOTORS CORPORATION** **Seoul, Korea**
Transfer Pricing Coordinator, International Accounting Team *Jan 2008-Present*
- Negotiated 5 bilateral Advanced Pricing Agreements between competent tax authorities: US, Germany, France, Canada, and Australia
 - Negotiated 3 Mutual Agreement Procedures with competent tax authorities: Spain, France, and UK
 - Oversaw transfer pricing, VAT, and customs of cross-producing the Kia Venga at Hyundai Motors Manufacturing Czech
 - Allocated cash flows to overseas sales subsidiaries in accordance with TP regulations (annually \$900 million)
 - Led project to restructure transfer pricing structure in Europe, collaborated with KPMG Korea
 - Led project to approve arm's length prices of income adjustments to overseas sales subsidiaries with Deloitte Korea
 - Collaborated with Treasury Team in Kia's first BW issuance to help calculate the capital demand of overseas sales subsidiaries
 - Analyzed exporting vehicles' price structures and calculated dumping margins
- Income Tax Manager, Accounting Team* *Aug 2006- Dec 2007*
- Resolved 200 annual tax withholding cases of non-residents' income
 - Filed all employees' (33,000) year-end tax returns to Korea National Tax Service
- Vice President, Kia's New Generation Committee* *Mar 2008- Feb 2009*
- Led project to align Kia's social contribution activities with its brand
- HYUNDAI OILBANK CO., LTD.** **Seoul, Korea**
Customs Coordinator, Crude Oil Trading Team *Jan 2006-May 2006*
- Managed and approved customs specifications for 11 long-term crude oil contracts with Saudi Arabia, Iran and U.A.E worth \$150 million for each shipment
 - Monitored the schedules of shipments, billing, and payment of crude oil
- WATSON WYATT COMPANY LTD.** **Seoul, Korea**
Intern Analyst, Human Capital Group II *Mar 2005-May 2005*
- Assisted consultants in reestablishing corporate culture

EDUCATION

- KOREA UNIVERSITY** **Seoul, Korea**
Bachelor's in Business Administration (GPA: 3.64/4.5) *Mar 1999-Feb 2006*
- Concentration in Finance, Accounting, and Economics
 - Honors Scholarships
 - Semester High Honors (1st & 2nd semester 2004)
 - President, Evangelical Students Fellowship
- YORK UNIVERSITY** **Toronto, Canada**
Schulich School of Business, Exchange Program *Aug 2004-Dec 2004*

PERSONAL

- Languages** Korean (native) • English (fluent; GMAT: 730; TOEFL: 110) • German (intermediate)
- Early Life** Studied in Bonn International Secondary School, Germany (1996-1998)
- Interests** Sunday School Teacher - Led Worship Team in Yoido Full Gospel Church (2005-2008)
Skiing • Swimming • Extensive Travel (Most of Europe & East Asia, Canada, US)