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Top Skills

Software Development
Front-End Development
Next.js

Languages

Russian (Native or Bilingual)
English (Native or Bilingual)
Korean (Limited Working)

Certifications

Korean Homeland Education

Vadim Kim

Uprising software engineer | Ex-Uniqlo Store Manager
Bucheon, Gyeonggi, South Korea

Summary

I am a dedicated and results-driven competent worker with experience in fashion and customer service. Now shifting my focus to frontend development. Passionate about creating intuitive, visually engaging user interfaces, I am always committed to learning something new and growing as a person.

Key Highlights:

Retail Field: 7 years of experience in Fashion Retail.

Global Perspective: Developed my skills in diverse environments, having worked in Russia and South Korea.

Innovative Solutions: Known for implementing creative strategies that contribute to sales growth and operational efficiency.

Team Collaboration: A firm believer in the power of teamwork and collaboration to achieve common goals.

Results-Driven: Track record of exceeding sales targets and optimizing operational processes.

Open to New Opportunities:

I am currently exploring new opportunities in frontend development, and I am happy to connect with people with similar interests so we can share insights, and explore potential collaborations.

Best regards,
Vadim Kim

Experience

HINATURE

Sales Manager

January 2024 - October 2024 (10 months)

Incheon, South Korea

During my time at Hinature as a B2B overseas sales manager, I developed strong relationships with new partners and improved customer service for existing distributors. My main goals were to find new distributors, manage deliveries, and consistently meet monthly sales targets.

Personal achievements:

- 15% of new clients across the world
- 5% in sales growth

DINSO CO LTD

Sales Manager

June 2023 - November 2023 (6 months)

Seoul, South Korea

As a Sales Manager at Dinso, contributed to the success of the company by distributing the famous Korean cosmetic brand, MA:NYO.

Successfully identified and secured 30% of new customers, expanding the company's client base across the world and contributing to revenue growth. Applied a proactive and personalized approach to understand client needs.

Integrated Bitrix24 CRM system. Managed the process of integration from the beginning, resulting in a remarkable 15% reduction in order processing mistakes — 1 mistake per 20 orders. Additionally, with the integration of Bitrix24 CRM, the out-of-stock item ratio has been improved by 15%. These achievements significantly improved overall operational efficiency and customer satisfaction.

UNIQLO

6 years 8 months

Store Manager

March 2021 - October 2022 (1 year 8 months)

St Petersburg City, Russia

Successfully managed a smaller Uniqlo store with a team of 20+ staff members. Applied leadership skills to develop a well connected and efficient team, delivering exceptional customer service and exceeding sales targets. Sales increasing 110% compared to the previous years.

Transitioned to a larger Uniqlo flagship store with a dynamic team of 150+ staff members. Sales increasing 108% compared to the previous years. Staff members conversion reduced by 10%

Planned seasonal zoning and visual presentation of the store. Reached +30% of monthly sales through proper planning in one of the biggest Uniqlo stores (top 5 sales store in global charts).

Invested in the professional development of team members through regular training sessions, performance evaluations, and mentorship programs. Recognized for building a skilled and motivated team. 5% increase in management positions through focused training programs and mentorship initiatives.

Enhanced the diversity of the staff by actively hiring and supporting members with hearing loss. Promoted an inclusive work environment where everyone, regardless of abilities, contributed to the success of the team.

Prioritized and upheld exceptional customer service standards, resulting in improved customer satisfaction scores through Voice of Customers system. 95% of satisfied customer.

Assistant Store Manager

March 2019 - February 2021 (2 years)

Yekaterinburg, Sverdlovsk, Russia

Managed day-to-day store operations, ensuring the highest standards of efficiency and sticking to Uniqlo's operational principles. Implemented inventory management strategies, resulting 3% deduction in out of stock ratio and reduced stock discrepancies.

Successfully follow KPIs including out-of-stock ratio, sales per man-hours, and average customer spend. Implemented targeted strategies to optimize these metrics, contributing to overall store performance.

Led and inspired a high-performing team, fostering a collaborative work environment that significantly elevated staff morale and productivity. Conducted targeted training sessions to enhance team skills and performance.

Analyzed profit and loss data with a strong attention to details, leading to a successful reduction of unnecessary expenses by 10%. Implemented cost-effective measures without compromising operational efficiency.

Sales Floor Supervisor

November 2017 - February 2019 (1 year 4 months)

Moscow, Moscow City, Russia

Started my career as a part timer. Through 2 years of work got promoted from Seller-Cashier to Sales Floor Supervisor.

Senior Seller-Cashier

June 2017 - November 2017 (6 months)

Moscow, Moscow City, Russia

Delivered outstanding customer service, addressing inquiries, assisting with product information, and creating a positive and welcoming atmosphere at the checkout counter.

Seller Cashier

March 2016 - May 2017 (1 year 3 months)

Moscow, Moscow City, Russia

Education

State University of Management (SUM)

Bachelor's degree, Political Science and Government · (September 2014 - July 2018)

Gymnasium №36

High School Diploma, Foreign Languages and Literatures, General · (September 2004 - May 2014)

Delphi Academy of Los Angeles

Middle School Diploma, Foreign Languages and Literatures, General · (September 2012 - May 2013)

Musical School of Ponomarenko

High School Diploma, Violin · (September 2002 - July 2008)