

JI YIK ROGER CHANG

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JOB INTERESTS:

English Based Foreign School Teaching Position in Korea

Grade 4-8 English, Mathematics, Social Studies, Natural Science.

Grade 4-12 Social Studies, World and U.S. History, Economics, Government & Civics.

EDUCATION:

University of California - Los Angeles (UCLA), Los Angeles, CA Class of 1993

Graduated with Bachelor of Arts Degree in Political Science with Concentration in International Relations

University of California - Santa Barbara, Goleta, CA

Major: Electrical Engineering for 2 years prior to transferring to UCLA.

Tomball College / Leonard Hawes Real Estate School (Texas)

24 College Units taken at both schools for Real Estate education

North Texas Commercial Association of Realtors (Dallas, TX)

Completion of 1031 Real Estate Exchange Accredited Program

CERTIFICATES, ACCOMPLISHMENTS & LICENSES:

- U.S. Texas State Teacher's License (inactive) for Elementary and Middle School
(Generalist {English, Mathematics, Social Studies and Natural Science Grade 4-8}) &
(Social Studies Specialist {World History, American History, Economics, Politics, Civics Grade 4-8})
- Texas Real Estate Broker's License : License No. 0508038
- Certified Texas Real Estate Education Instructor for Principles & Practices, Law of Agency, Law of Contracts and Real Estate Mathematics.
- Certified Real Estate 1031 Exchange Specialist by North Texas Commercial Association of Realtors
- California Real Estate Sales License : License No. 01131929
- Passed United States Foreign Service Examination in 1994

WORK EXPERIENCE:

Edison Brokerage (3000 Grapevine Mills Pkwy, Grapevine TX 76051)

Position : Owner / Principal real Estate Broker

May 2003-June 2009

- Commercial, Residential Real Estate and Business Opportunities Broker.
 - Specializing in 1031 Exchange program for commercial investment for domestic and foreign investors in greater Dallas / Fort Worth metroplex area.
 - Education of Real Estate Principal, Laws and related subjects as well as preparation for Texas Real Estate examination for the beginning professionals in the field.
 - Leasing and property management of commercial properties.
- Enabling Korean immigrant to purchase businesses that will enable them to qualify for E-2 Visa.

Pacific Metal Xchange Inc. (14145 Proctor Ave Suite 26, City of Industry CA 91748 626-336-3992)

Position : Sales Manager

Nov. 2000 - Feb. 2003

- Sales and marketing of aerospace and commercial titanium, nickel, stainless and aluminum products.
- Daily office management (Accounts P/R, Sales, Purchasing, etc.)
- Export sales to Korea, Japan, China, Hong Kong, Indonesia, Thailand, etc.
- Cost Estimation, Long Term Agreement proposal, Contract Management and Forecasting.
- Contract review, material procurement and extensive negotiations with customers as well as vendors.
- Logistics Control (Arranging domestic trucking and international air/ocean freight with U.S. based and international freight forwarders)
- With 2 other partners, obtaining 2 million dollars of capital to start Pacific Metal Xchange Inc. from Venture Capitalists in Korea.
- As a startup business, opening business relations with 3 major Korean companies (Korean Air, Korea Aerospace Industry and Hyundai Heavy Industry) in supplying Commercial and Aerospace grade steel.

Harvey Titanium / Rolled Alloys (291 Coral Circle, El Segundo CA 90245 800-321-0909)

Position : Account Executive / Sales Rep.

Feb. 1999 - Nov. 2000:

- Sales and marketing of aerospace and commercial titanium, nickel, stainless and aluminum products.
- Managing aerospace, airline, defense and commercial accounts, LTAs and contracts. (appx. 120+ accounts including Boeing, Lockheed, Honeywell, etc.)
- Export sales to Canada, Korea, Japan, China, Hong Kong, Indonesia, Thailand, etc.
- Cost estimation, blue print and specification (AMS, MIL, ASTM, DMS, BAC, etc.) analysis.
- Long Term Agreement proposal, management, JIT delivery and forecasting
- Contract review, material procurement and extensive negotiations with customers as well as vendors.

Shultz Steel Company (5321 Firestone Blvd, Southgate CA 90280 323-564-3281)

Position: Account Exec / Sales Rep / Estimator

Mar. 1997 - Feb. 1999

- Sales and marketing of aerospace titanium, nickel, stainless and aluminum products to 30+ accounts. (Boeing, McDonnell-Douglas, Lockheed, Gen. Dynamics, Pratt & Whitney, Bell Textron. etc)
- Cost estimation and proposal of Impression die, open hand, ring rolling forgings.
- E.O., DWG and specification (AMS, MIL, ASTM, DMS, BAC, etc.) review and analysis.
- Generating sales leads and coordinating outside sales representatives for sales calls and quote follow-up.
- Long Term Agreement proposal and program packaging proposal.
- Verbal or written correspondences, order and quotations with internal dept. and customers.
- Handled account exec./sales and cost estimating for all Airbus, Boeing (Mc-D including F-15, F-18, F-22, JSF), Lockheed (F-16, JSF and Skunk Works Program), Bell Helicopter
- Managed all export accounts in Europe (Airbus, Rolls Royce), Japan and Korea (Boeing, Mc-D, Lockheed, Gen. Dyn., etc.)

Eskay & Company Inc. (3600 Wilshire Blvd. Suite 2128, Los Angeles CA 90010)

Position : Sales Manager

Dec. 1993 - Jan. 1997

- Sales and marketing of steel products to engineering, construction, chemical and oil refining companies.
- Extensive international trading. Exporting to Korea, Japan, Indonesia, Thailand, etc.
- Letter of Credit, Wire Transfer and other payment terms arrangement and documentation.
- Extensive steel product sales to Ssangyong Petrochemical Company in S. Korea

SKILLS:

- Instruction experience : Texas Real Estate Core Classes
- Fluent in English and working knowledge of general Microsoft office programs.
- Broad spectrum of professional experience and knowledge in aerospace/defense, steel, import/export and real estate brokerage and management practices in United States.

**** REFERENCES WILL BE PROVIDED UPON REQUEST.**