

Jiho Kim

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EDUCATION

Seoul National University

Mar 2023 – Present

B.S. Civil & Environmental Engineering | Double Major: Business Administration | Interdisciplinary: Entrepreneurship

- GPA: 3.76 / 4.3
- Received Park Joon Bum Leadership Scholarship (1st & 2nd semester, 2025)
- Received SNU Academic Scholarship 70% (1st sem 2024), 60% (2nd sem 2024), Merit-based (2nd sem 2023)
- Vice President, CEE Student Council (2025)

Technical University of Munich

Apr 2026 – Present

Exchange Student · School of Management and Technology

King's College London

Jul 2023

Summer Exchange Student

Hansung Science High School

Mar 2021 – Feb 2023

- Graduated 1 year early (top 10%); Executive Committee, Student Council

PROFESSIONAL EXPERIENCE

Cigro Inc.

Jul 2025 – Jan 2026

CEO Staff · Full-time

AI Workflow Automation & Tooling

- Spearheaded 0 to 1 development of reusable AI workflow systems (Cursor, Claude Skills, generative AI-driven rapid prototyping) grounded in hands-on PM experience
- Developed custom build_FE workflow via prompt-engineered automation — cutting frontend planning time by ~50% and enabling rapid prototyping at PM level
- Created LLM-assisted Kanban tool with AI coding agents to automate ERD generation and system visualization — reducing workload from ~20 hrs to ~2 hrs (~90%)
- Built end-to-end planning → frontend development → client feedback loop using Claude Skills, reducing a 6-week design+dev cycle to 3 weeks

System Design & Internal Tooling (0 to 1)

- Architected internal ERP/project management system (Nexus OS) from scratch — interviewed stakeholders across all roles to define workflows, then owned planning, UI/UX design, and frontend development end-to-end
- Defined access control policies and data flows in direct collaboration with the CEO

Client-Facing PM Leadership

- Served as primary client-facing PM on 4+ B2B, B2C products — including Nextip (AI chatbot-based patent platform, FE: React/Vercel, BE: Python/AWS) — working directly with clients to define product scope, translate business needs into technical specs, and resolve cross-stakeholder conflicts
- Conducted daily QA on deployed services (Vercel/AWS) and coordinated directly with frontend/backend engineers to ship on deadline; owned UI/UX design enabling faster client alignment without design handoff bottlenecks
- Rescued a stalled project (Fullty) just 1 week before deadline by re-scoping requirements with the client, securing a timeline extension, and successfully delivering the product within 3–4 weeks
- Led 7-person PM&Designer intern team supervising 7 concurrent projects
- Coordinated cross-border operations during a 2-week Vietnam business trip, bridging Korean and Vietnamese teams

MUKU (AI Blockchain Music Startup)

Mar 2025 – Jun 2025

Research · Part-time

- Participated at Token 2025 Dubai — PR and global networking with investors and industry professionals

- Researched AI-driven music generation models and blockchain-based copyright management systems

Best Sleep

Dec 2024 – Jan 2025

CEO Staff · Intern

- Proposed strategies to improve operational efficiency of offline showrooms; developed staff training manual and store interior enhancement plan

Mobile Order Service Startup

Aug 2023 – Mar 2024

Co-founder & Project Manager

- Co-founded and shipped a mobile ordering service from 0 to 1 — led product design, POS UI, wireframing, and co-authored IR materials

EXTRACURRICULAR ACTIVITIES

SNU Business Strategy Association N-CEO

Sep 2024 – Dec 2025

CSO (Chief Strategy Officer) · Jul 2025 – Dec 2025

- Led internal strategy sessions on AI/Cloud-driven network infrastructure trends (SK Telecom global competitiveness)
- Initiated and led industry–academic collaboration with SAMG Entertainment
- Designed consulting-style case interviews and guesstimation assessments for internal recruiting

Team Member · Sep 2024 – Jun 2025

- Conducted market research and proposed data-driven growth strategies across 8+ industries (semiconductor, e-commerce, smart factory, airline, insurance etc.)
- Collaborated on consulting-style projects with Samsung Electronics, S-OIL, KEIC, KB Insurance, AMOREPACIFIC, KRAFTON, and BA Partners (VC)
- Best Output Award — KEI-Consulting and Samsung Electronics projects

Zero-Click Era AEO Optimization Project

Dec 2025 – Feb 2026

— SPECTER × University Associations (Team: SNU N-CEO)

- designed AEO research direction, and produced the final report and presentation
- automated an AI-assisted content workflow that achieved verified answer-engine citation exposure

SNU CEE Student Council · Vice President

Jan 2025 – Dec 2025

Other Activities

- TUM Science Hackathon (Jun 2026)
- SNU CEE Student Band CEENUS (Sep 2023 – Dec 2024)
- SNU CEE Trilateral Student Activity — SNU, University of Tokyo, National Taiwan University (Aug 2024)
- 2nd OUTTA AI Boot Camp (Aug 2024)

TECHNICAL SKILLS

Programming: C/C++, Python (pandas, numpy, matplotlib), R

AI & Deployment: Cursor, Claude, LLM-based workflow automation, AI agent design, Vercel, AWS, GitHub, Supabase

Engineering & Design: AutoCAD, Revit, Figma (UI/UX design, prototyping)

LANGUAGES

Korean (Native) **English** (C1 — TOEFL 99 / TEPS 381)

HONORS & AWARDS

- Silver Medal, KOI (Korean Olympiad in Informatics) 2019
- Top Prize, SW Creative Thinking Olympiad 2018
- Encouragement Award, KMO (Korean Mathematics Olympiad) 2018