

Yeongjun Yoo (유영준)

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Bilingual (Korean/English) commercial operator and Forward Deployed Engineer who owns enterprise client delivery end-to-end, from cold outreach to deploy, and builds the demos that win deals.

Experience

Cigro Inc. (Litmers) Sales Manager & Forward Deployed Engineer Feb 2026 - Present

- Own the full sales-to-delivery cycle solo on enterprise and public-sector accounts; run ~3 engagements in parallel under deadline.
- Proposed and drove a demo-led sales motion: build working prototypes mid-sale to win deals across finance, public-sector, and consumer clients.
- Shipped: GGGI (Global Green Growth Institute) fund website and byFood multi-branch group-buying platform.
- Active builds: NICE P&I (bond-valuation) closing-price alert automation and Korea Tourism Organization internal ERP (~KRW 105M).
- Built an internal AI sales workbench (multi-agent, lead-to-quote automation) that speeds delivery.

Quest-On Co-Founder Aug 2025 - Present

- Co-founded an AI B2B assessment SaaS; led a 5-person founding team as product lead.
- Built an outreach engine: scraped and segmented faculty across every Seoul-metro university (business, MBA, nursing, medical), then ran targeted email campaigns.
- Won paying adoption from ~30 discovery calls: live midterm and final exams at Korea University Business School and Dongguk University (incl. MBA), per-exam pricing.
- Owned the full commercial loop: lead generation, outreach, partnership pitching, scoping, and delivery.

Hongik University Student Council (59th) Chair, Student Welfare Committee Jan - Dec 2025

- Grew the campus-area merchant partnership network from ~10 to 100+ via direct cold outreach (incl. a KRW 3M+ MUSINSA brand campaign).
- Secured KRW 100M+ in festival sponsorships from national brands including LG U+, Bithumb, HiteJinro, Binggrae, and more; owned each deal from pitch to on-site.

Relifestyle Founder Jan 2022 - Feb 2023

- Built a profitable e-commerce business to KRW 25M monthly revenue in year one with zero paid marketing.

Skills & Languages

Languages: Korean (native), English (fluent, TOEIC 980/990), Chinese (basic)

Commercial: cold outreach, lead sourcing, client management, negotiation, parallel project management

Technical: full-stack (TypeScript, React/Next.js, Node, Supabase), AI multi-agent tooling

Education & Highlights

Hongik University, B.B.A. Business Administration (Convergence Major: Data Science), 2022 - Present

Shanghai High School, International Division, 2018 - 2021

Grand Prize, Hongik University x Kiwoom Securities 5th Mock Investment Competition (347% return, 2025); multiple university essay & writing awards