



# Doo Young KIM

Senior Advisor

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Mr. Doo Young Kim is a global business expert with 32 years of experience at KOTRA, where he has accumulated extensive expertise in entry into overseas market and project development. He has actively cultivated business by working closely with Korean companies in key markets such as Africa, Latin America, Europe, and the United States. In addition, he has extensive global business experience, including developing and executing various projects that have laid the foundation for Korean companies' entry into the Japanese, Chinese, and Asian markets.

In Kenya, he served for two years as an advisor for the Economic Innovation Partnership Program (EIPP). Acting as a consultant to the Konza City Government, the project owner of ODA projects, he was involved in Master Planning (MP) and Pre-Feasibility Study (Pre-F/S) projects across seven sectors including transportation infrastructure and logistics. The Konza City Government continues to develop and implement projects aimed at transforming Konza, a new city, into a technopolis, which is expected to provide ongoing opportunities.

In Germany, Mr. Kim worked as the Head of the Europe Regional Office, supporting Korean companies in securing projects in Eastern Europe and developing and managing strategic collaboration projects between Korean and EU companies in industries such as automotive and other strategic sectors. In Brazil, he supported the local entry of Korean companies by promoting the Korean Company-Specific Industrial Complex project and participated in securing various projects, including wind power, etc. In the U.S. markets such as Dallas and Chicago, he managed numerous new business development projects jointly undertaken by Korean and American companies and has extensive experience supporting U.S. advanced technology companies investing in Korea.

Mr. Kim holds an MBA from the Thunderbird School of Global Management in the United States and a Ph.D. in Economics. He has published various books for international organizations, the Kenyan government, and Korean industry.

## Education

2014	Dongguk University (Ph.D. in Economics)
1996	Thunderbird School of Global Management, Arizona State University (MBA)
1987	Pusan National University (B.A. in Economics)

## Experience

2019-Present	JIPYONG LLC
2020-Present	Arbitrator, Korean Commercial Arbitration Board
2022-2024	Legal Consultant, Kenya EIPP
2019-2021	Visiting Research Fellow, Seoul National University Asia Center
2019-2021	Consultant, KOSDAQ Listed Companies Association
2016-2019	Vice President, KOTRA (for Strategic Marketing, for Innovative Growth)
2015-2016	President, European Regional HQ and Director General, Korea Trade Center in Frankfurt, KOTRA
2012-2014	Director General, Human Resources Division, KOT
2010-2011	Director General, Regional HQ in Sao Paulo, Brazil, KOTRA
2009	Director General, Planning, Budgeting and Coordination Division, KOTRA
2008	Head, Overseas Consulting Team, Korea Trade-Investment Promotion Agency
2004-2007	Director General, Korea Trade Center in Dallas, KOTRA
1999-2002	Director, Korea Trade Center in Chicago, KOTRA
1991-1994	Director, Korea Trade Center in Los Angeles, KOTRA

## Speaking Engagements and Publications

2013	All That Brazil
1998	How to do marketing in America
1997	Assistance to SMEs for Enhancing Their Capacity for Export Marketing (UN, ESCAP)

## Languages

Korean / English

