

GRANT TAISAN KIM
University of Hawaii at Manoa
Shidler College of Business
Pacific Asian Management Institute ""

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OBJECTIVE: To inspire and challenge students and executives to think globally and leverage upon realworld experience doing business in Asia, Oceania, the Pacific, and the Americas, in the functional areas of Management (International Business and Strategy), Marketing (CRM, Segmentation and Database Marketing), and Information Technology (Database Management, Datawarehousing, and CRM Systems), utilizing various teaching methodologies including field study programs, case studies, business plan competitions, simulations, Podcasting, and online course development.

PROFESSIONAL EXPERIENCE:

9/2002 – Present Associate Director

University of Hawaii at Manoa, College of Business, Pacific Asian Management Institute (PAMI)

Project Manager for the Pacific Asian Consortium for International Business Education and Research and the Center for International Business Education and Research federal grant program. Projects include leading the Asia Faculty Field Study, Asia MBA Field Study, Asia business plan competition, and online course development.

3/1997 - Present Principal / Project Manager / Financial Business Consultant

CRMS Consulting Inc. (Privately held corporation, spun off from Informix/IBM in 6/2000).

Founding principal in a business and IT consulting firm specializing in Asian banks. Responsible for managing the finances and contracts of the corporation, business development, project management and business analysis. Led the customer relationship, profitability and campaign management projects for Hana Bank (Seoul) in 1997-8, which were instrumental in transforming the bank into the fastest growing, most stable South Korean bank after the Asian financial crisis. Managed the customer segmentation, profitability and global risk exposure projects at United Overseas Bank (UOB) in 1998-2000, which were key in growing UOB into the largest bank in Singapore. Led the customer profitability and activity based costing initiatives at Bank Sinopac (Taipei), which remains as one of the most profitable banks in Asia. Managed the re-engineering and modernization of AmBank's (Kuala Lumpur) marketing department in 2002-5 through the implementation of market segmentation, campaign management and datawarehouse tools, which assisted AmBank into growing to one of the largest retail banks in Malaysia. Managed similar projects with other Asia, Pacific and US banks.

6/1987 - 11/1996 Financial Industry Solutions Consultant / Project Manager / Senior Account Manager

NCR, AT&T Global Information Solutions; Honolulu, Hawaii

Lead business consultant for Bank of Hawaii and First Hawaiian Bank on strategic business and information technology initiatives including datawarehousing, relationship banking, customer information, branch automation, and retail delivery. Projects included the State's largest branch automation rollout, treasury profitability system, executive informational needs analysis, and global network architectural design. Attained the prestigious AT&T Consistent Achiever Award.

EDUCATION/CERTIFICATIONS: AACSB Professionally Qualified (USC, May 2007). Graduated as the Outstanding MBA Student from the University of Hawaii at Manoa in 2004 (GPA 4.0), with emphasis on Asian marketing and finance. Beta Gamma Sigma National Honor Society. Pacific Asian Management Institute International Management Certificate. Graduated with distinction from the University of Hawaii at Manoa with a BBA Marketing degree in 1987 (GPA 3.8). Alpha Beta Chi Finance Chairperson and Freshman Honor Society Club. University of Massachusetts at Amherst, School of Management, 1985-6 (GPA 3.9). National Student Exchange Club and Ski Club.

COMMUNITY AND EXTRA-CURRICULAR: Data Processing Management Association (DPMA) education chairperson, Telecommunications Association of America, UH CBA Alumni Association founding and lifetime member, Community Scholarship Award recipient, Honolulu Marathon finisher, Oahu Perimeter Run finisher, and college intramural basketball. Roosevelt High School cross-country team captain and two sport letterman.