

Hojun Jung

Skills-based L&D Planner · 10+ years in L&D and HRD

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Portfolio

SUMMARY

L&D planner who started in competency and career-path consulting, then made learning content, won bids and served as a Customer Success Manager for Udemy Business. **I decide what to teach, win the work, build the training and tools, and prove results with numbers.** I now build skills-diagnosis software with AI at Woongjin ThinkBig.

₩2.46B

won in bids (~\$1.76M, incl. shared)

87.5%

2025 renewal rate (28/32)

16,000

learners · 31 accounts

4.3/5

course satisfaction

CORE CAPABILITIES

Planning · I break jobs into skills and design how to learn them

- KEPCO e-HRD: **206 competencies** and 42 expert career tracks
- Ministry of Defense: **20 career paths** by job series, plus a career guidebook
- 12 learning platforms planned · a 16-session export-training course

Proposing · I persuade and win the work

- **SeSAC ₩0.9B (~\$640K) as solo PM**: AWS course bid, 121 applicants, 30 selected
- Corporate ₩1.2B (3 deals) · L Corp ₩0.3B (70% share) · ₩60M grant · 30+ proposals

Building · I build the training and the tools

- **SkillLens** (skills diagnosis SaaS) and **OneLearn** (LMS): planned and built solo, both live
- 14+ videos, incl. a 13-min AI lecture and 3 AI product films · banners, leaflets · 4 decks

AI fluency · I work with AI as a colleague, not a tool

- Brief AI like a learner, refine by debate, **own the decisions and checks**
- 57% less time per proposal slide · internal talk "Working with AI interns" (2026)

Running · I run learning until it reaches the work

- Udemy Business CSM: **87.5% renewal**, 16,000 learners, 99% enrollment at a 550-seat client
- Kirkpatrick L1-L4 measurement design · course satisfaction 4.3/5

Global · I know global HR tech from the field

- Udemy, Coursera, Degreed, LinkedIn · **Korea's first Coursera partnership**
- 58-page market study · 37-product benchmark · TOEIC 930

Evidence (proposals, reports, videos, decks) at hojun.app/en, with personal and client details blurred. USD approx. at ₩1,400/\$.

EXPERIENCE

Woongjin ThinkBig · Woongjin SkillOne

Jan 2026 – Present

Tech Enablement · Assistant Manager

- Planned and built **SkillLens** and **OneLearn** solo; both live with pilots in preparation
- Built the team CRM on Odoo for 14 users at about 1/3 of Salesforce cost; built the company website
- Led a Udemy proposal for a global IT company (70% share): **won ₩0.3B (~\$210K)**

Woongjin ThinkBig · Udemy Business

Jul 2024 – Dec 2025

Customer Success Manager · scouted

- Managed **31 enterprise accounts and 16,000 learners** (LG Electronics, SK, Hyundai, Woori Bank)
- 87.5% renewal in 2025** (28 of 32) · ₩1.5B renewal + ₩0.1B expansion (~\$1.1M)
- Built Course Explorer, a newsletter tool and bank portals · worked with US AE and CX teams

Etevers

Sep 2023 – May 2024

Manager, team lead · scouted

- PM for the SeSAC bid: **won ₩0.9B (~\$640K) solo** (121 applicants, 30 selected) · 243 learners recruited in a year
- Led the Coursera partnership TF (contract, CEO seminar in Korea) · rebuilt job-placement coaching (+80%)

Gaion

Nov 2022 – Aug 2023

Manager, training business

- Planned the WeTrade export platform solo · **won a ₩60M (~\$43K) Smart Service grant**

Chung-Ang University Graduate School

Sep 2020 – Aug 2022

Research Assistant, Lifelong Education · M.A. program

- Research:** Bucheon City learning KPIs (BSC) · UNESCO learning city review · University B assessment
- Lectures, advisory:** K-Reset co-lecture · BK21 · Gyeonggi and Seoul lifelong education institutes

Goryeo Academy Consulting

Nov 2016 – Mar 2020

Assistant Manager

- 1,000+ book-learning pieces · 30+ proposals · 7 sales pitches → **3 deals, ₩1.2B (~\$860K)**
- Website renewal PM (traffic +150%, inquiries +80%) · card news for 5,000/yr

IPSO

Oct 2015 – Oct 2016

HR Consultant

- 7 HRD consulting projects: KEPCO (206 competencies) · Defense (20 career paths) · KMA · KECO

Other experience: VD Production, operations lead, HR and finance (2022) · Mentor English, intern (2015) · Hyundai Life (2015) · aT, intern (2013) · Hackers Education, marketer (2013)

EDUCATION

M.A. Education (Lifelong Learning), Chung-Ang Univ. ·

2022 · GPA 4.4/4.5

B.B.A., Korea Univ. (Sejong) · 2013 · GPA 4.1/4.5

CERTIFICATES

ADsP (data analytics) · Accounting Management L2 ·

Insurance planner · ITQ (A) · ICDL · AMA PCM · TOEIC

930 · HRD society poster award

SKILLS · level 1–5

Planning (avg 4.5): Competency frameworks 5, OD & HR consulting 4, Learning paths 4, Platform planning 5

Proposing (avg 4.2): Proposals & decks 5, Pitching 4, Partnerships 4, Learning marketing 4

Building (avg 4.5): Learning content 4, Diagnostic tools 5, LMS building 5, Video & design content 4

AI fluency (avg 4.8): AI collaboration 5, AI full-stack 5, AI automation 5, AI content 4, Learning agility 5

Running (avg 4.0): Client L&D operations 5, Learner activation 4, Coaching 3, Learning impact 4, Learning analytics 4

Global (avg 4.0): Global HR tech 5, L&D trend insight 4, Research 4, Business English 3

Tools: expert in Claude, ChatGPT, Copilot, Gemini, Vrew, PowerPoint, Excel, Odoo, Notion, Cloudflare; working with GA4, Google Ads, Naver ads, Canva, Figma and 20+ more

**Not by jobs.
By skills.**

I confirm the information above is true.

October 2026 · Hjun Jung

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