

Bruno Kim

Account Executive

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New York, US

Open to relocation

PROFESSIONAL SUMMARY

Account Executive with 8+ years building and delivering in fast-paced product teams, currently at BMW. Specialises in React, Payments, Cybersecurity, with a track record of shipping reliable, measurable outcomes and open to relocation. Known for clear communication and ownership.

EXPERIENCE

Customer Success Manager — BMW · 2022–Present

- Led Payments initiatives that improved delivery throughput by 41% across 3 teams.
- Scaled Payments services to handle 41x peak load with no downtime.
- Shipped 2 major releases using React, cutting cycle time by 16%.

Customer Success Manager — Delivery Hero · 2019–2022

- Shipped 4 major releases using Payments, cutting cycle time by 19%.
- Reduced incidents by 30% by introducing Payments best practices and automated checks.

Junior Customer Success Manager — DHL · 2016–2020

- Led Cybersecurity initiatives that improved delivery throughput by 42% across 5 teams.
- Mentored 8 engineers and established Payments standards adopted team-wide.

APPLICATIONS AT SWISSPORT

Aviation Security Agent applied · fit 46

Customer Success Manager applied · fit 63

CORE SKILLS

React	Expert · 6y
Payments	Proficient · 6y
Cybersecurity	Basic · 2y
Python	Basic · 7y

STRENGTHS

Leadership

LANGUAGES

German — Fluent

EDUCATION

MSc Artificial Intelligence
Imperial College London · 2013