

Se-Min Sohn

Qualification / Skills

- Over 18 years experience in the transportation logistics industry.
- Various roles including Industrial Engineering, Operations Management, Logistics/IT Consulting, Sales & Marketing
- Undergraduate degree from UCONN
- Participation in Global Logistics program at MIT Sloan School of Business
- Various areas of expertise, including internal process automation, distribution network logistics, and IT (customized logistics technology development)

Professional Summary

Se-Min Sohn is currently a Business Development Manager for United Parcel Service (UPS). His career spans 18 years, and he has held various roles in the company, as mentioned above. His primary experience lies in Industrial Engineering, Process Automation/Re-design, and Distribution Network Analysis.

Within this area of expertise, Se-Min has worked with several Fortune 500 companies, helping them utilize UPS solutions (core and customized) to help drive greater productivity, increase market-share, and impact bottom line revenue goals. One such project focused on UPS's current Trade Direct product, now a generic service offering.

This product bridges multiple modes of transportation from overseas supply lanes, effectively simplifying the complexities associated with global supply chain management. In its early stages, Se-Min assisted in identifying prospective companies to participate in beta testing, and working with these organizations to determine the cost effectiveness of the program. After successful betas, the Trade Direct product was released to all customers as a generic offering.

Se-Min also worked closely with several organizations to successfully re-engineer more efficient supply chains through the utilization of customized technology solutions, as well as distribution network analysis. These solutions provided valuable supply chain visibility enhancements, as well as an optimized distribution center footprint both in the US and abroad.

His current role is focused on directing UPS's sales, marketing, and customer service efforts in CT. His staff is responsible for developing and executing initiatives to achieve business planning goals, as relates to pure growth as well as more concentrated efforts in strategically significant products.

Se-Min's efforts outside UPS include active involvement in the World Affairs Council of CT, Asian American Business Development Council, Caribbean Trade Council, and Catholic Charities of Hartford. He currently sits on the Board of Directors for the World Affairs Council, as well as their Executive Committee. In addition, Se-Min has sat on several panels that center on his skill sets, and has lectured at Western CT State University and the University of Bridgeport.