

Soohan Jazz Yun

GTM/Sales Leader

United States | [LinkedIn](#)

4 swings. 2 as founder. 2 as Country Head for US companies.

2× \$0→\$15M+ ARR.

One still leads. One failed. The work stayed the same: find the wedge, win distribution, make revenue real.

Now building again in stealth. Day 1 global. AI-native.

EXPERIENCE

Founder Stealth AI Startup Building in stealth. Day 1 global. AI-native.	Nov 2025 — Present <i>San Francisco Bay Area</i>
Head of Business Need Built cancer AI into insurance. Secured the first Chaebol partnership and took it from deal to distribution. Owned GTM end to end, from partnership design to launch, growth, and operations. Built the business team and operating system from zero.	Mar 2023 — Nov 2024 <i>Seoul, South Korea</i>
General Manager Korea Atoms GM for Cloudkitchens Brand & SaaS business in Korea. - GM for Futurefoods - APAC launcher for Futurefoods - Head of Sales for Otter Built a 45+ person team across GTM, Ops, CSM, and Brand. Scaled digital F&B infrastructure.	Mar 2020 — Mar 2023 <i>Seoul, South Korea</i>
Marketing Director 아토머스(Atommerce) Korea's leading digital mental-health platform. Made access to mental-health professionals radically easier through Mindcafe. 1.5M users. \$30M raised.	Jun 2019 — Mar 2020 <i>Seoul, South Korea</i>
Founder and CEO FromMalibu Inc. Built the marketing SaaS for Korea's liquor and F&B operators. Ran online, offline, and MICE campaigns for 30+ enterprise brands and business owners.	Jun 2017 — May 2019 <i>Seoul, Seoul, South Korea</i>
Co-founder and CMO Redblue, Inc. Korea's leading fitness & wellness SaaS/POS platform. Raised pre-Series A plus 4 accelerator grants. Led launch across three web products. Closed 32 B2B contracts, including Seoul's largest yoga franchise.	Nov 2014 — Nov 2016 <i>Seoul, Korea</i>
Staff Sergeant (Korean/English Interpreter at Adjutant General Div.) Combined Forces Command ROK-US Combined Forces Command, the joint command safeguarding South Korea. Supported 4 combined drills and delivered PSER briefings to General officers. Led a platoon of 24 interpreters.	May 2012 — May 2014 <i>Seoul, Seoul, South Korea</i>

EDUCATION

University of California, Berkeley <i>Bachelor's Degree in Economics</i> - Graduated in December 2011 - Focus areas: Economics, Mathematics, and Business	Jan 2011
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CERTIFICATIONS

IFA Sport Nutritionists , United Latino Students Association	Feb 2015
The President's Volunteer Service Award , National&Community service	

SKILLS

Blockchain · Crypto · Web3 · Project Management · Marketing Strategy · Business Strategy · Leadership · Search Engine Optimization (SEO) · Social Media Marketing · Presentation Skills · Market Research · Lean Startup · B2B Marketing · Strategy · Marketing · Management · Microsoft Office · Business Development · Strategic Planning · Sales · Data Analysis