

SuhngJoon Han (SJ Han)

Energy & Aerospace Sales Leader · 36+ Years

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Available for senior leadership opportunities from May 2027

PROFESSIONAL SUMMARY

Accomplished Sales Leader with over 36 years of distinguished experience in the power generation and aerospace gas turbine MRO sectors. Currently serving as Service Sales Head in Korea at Siemens Energy, with a 16-year track record of excellence in power-plant field service sales. Expert in navigating high-value portfolios and securing large-scale Long-Term Service Agreements (LTSA). Proven ability to drive regional growth through robust networks with GENCOs and major IPPs. Bilingual strategist focused on maximizing market share and operational excellence in the Korean energy and aerospace sectors.

CORE COMPETENCIES

- Strategic Sales Leadership — P&L ownership, regional market expansion, and order intake optimization
- LTSA Management — Full lifecycle of Long-Term Service Agreements, from bidding and proposal to execution and renewal
- Open Market Business (OMB) Management — Standard service sales for Steam Turbines and Generators
- Technical Expertise — Gas Turbines, Steam Turbines, Generators, and Rotating Equipment
- Key Account Management — Strategic relationships with GENCOs (state-owned power producers) and private IPPs across Korea

PROFESSIONAL EXPERIENCE

Siemens Energy | Service Sales Head in Korea | April 2010 – Present

Leadership & Strategic Direction

- Lead strategic direction for field service sales in Korea, ensuring alignment between global service/product lines and local customer requirements across Siemens Energy's SGT6 gas turbine fleet portfolio
- Oversee a diverse portfolio of service contracts, consistently achieving high renewal rates and expanding market presence through trust-based, long-term customer relationships
- Serve as primary interface for complex project deliveries, ensuring all service solutions are executed on-time and within budget

Key Achievements — LTSA Portfolio

- Secured and managed multiple LTSA contracts across private IPP and public GENCO customer segments, covering the SGT6-5000F, SGT6-8000H, and SGT6-9000HL fleet — spanning utility, industrial, and IPP sectors
- Delivered cumulative order intake exceeding €1B+ across multi-year LTSA cycles with consistent year-over-year growth
- Extended existing LTSA agreements with key long-term accounts across Korea's major power producers, steel industry majors, semiconductor-sector utilities, and independent power providers
- Managed fleet programs ranging from single-unit sites to multi-unit combined-cycle power plants nationwide

HanWha Aerospace(= Samsung Aerospace) | Engine Services | March 1993 – April 2010

Senior Business Manager, Engine Services March 1998 – April 2010

- Expanded engine MRO business to an increasing portfolio of international military customers and commercial airlines
- Managed PW4000 engine component repair business for major Korean commercial carriers
- Led a successful worldwide competition — against U.S. and European rivals — to convert a foreign air force's fleet of F100-200 engines to the F100-220E configuration (\$30M program)
- Secured overseas military customers including air forces in South America, Southeast Asia, and naval clients
- Managed F404-102 engine business for KAI's T-50 Advanced Trainer foreign sales program to multiple international customers
- Led PT6A-62 business for KAI's KT-1 Basic Trainer foreign sales to international air forces

Manager, Engine Business Development January 1996 – February 1998

- Led a worldwide engine competition to select the powerplant for Korea's first indigenous aircraft, the T/A-50 (formerly KTX-2)

- Secured a manufacturing and support license from GE Aircraft Engines for the F404 engine covering all worldwide T/A-50 sales
- Established Full-Scale Development, Production, Technical Assistance, and Manufacturing License Agreements with GE Aircraft Engines
- Negotiated contracts, financial terms, and conditions with customers and major engine suppliers

Manager, Proposal & Contract Management October 1993 – December 1995

- Managed proposal preparation, price negotiation, terms and conditions, and contract management for ROKAF MRO programs

Korean Air | Maintenance / Operations Associate | 1990 – 1993

- Built foundational experience in commercial aviation maintenance, operations, and international logistics
- Earned FAA Airframe & Powerplant Mechanic License in 1992 (Certification No. 2477167)

EDUCATION

Bachelor of Science in Electronics Engineering

Korea Aerospace University · 1990

SKILLS & CERTIFICATIONS

- Languages: Native Korean | Fluent English (Professional Negotiation & Contracting)
- Technical Tools: Salesforce CRM, SAP, Microsoft Office Suite
- FAA Airframe & Powerplant Mechanic License — Certification No. 2477167

Detailed project references and specific account information available upon request under NDA.