

Ha Jaehwan

AI Pre-Sales · GenAI Consultant · Technical Consultant

Korean name: 이재환 · 소프트웨어 APG 그룹 Technical Consultant

[Portfolio](#) · [GitHub](#) · [LinkedIn](#) · [Email](#)

Positioning Summary

Customer-facing GenAI consultant candidate who translates customer problems into AI / LLM / RAG / Agent solution directions, PoC plans, demo scenarios, and proposal-ready materials.

Uses vibe coding and AI-assisted development as a supporting capability to quickly create demos, prototypes, PoC screens, workflow tools, and validation artifacts — not as a replacement for engineering teams.

Open to AI Pre-Sales, GenAI Consultant, Technical Consultant, AI Solution Consultant, and customer-facing GenAI Consultant roles.

Core Strengths

- AI Solution Understanding — LLM, RAG, Agent workflows, prompt design, AI automation directions translated for business stakeholders.
- Pre-Sales & Consulting — Customer discovery, requirement analysis, solution framing, PoC planning, demo scenario design, proposal and technical-slide authoring.
- Vibe Coding & Prototyping — AI-assisted development for rapid demo building, PoC screens, prototype workflows, internal tools, and validation artifacts.
- Business Communication — Stakeholder communication, documentation, presentation, and business-facing explanation of AI / LLM systems.

Practical Project Highlights

LG전자 가전 문의 챗봇 PoC · 2026

Customer-facing RAG chatbot PoC and demo-ready MVP delivered end-to-end in a short window. Customer inquiry scenario design, RAG workflow definition, data ingestion, admin and login surfaces, AWS-hosted demo for stakeholder validation. Framed as proof that a customer ask can be turned into a credible demo for PoC communication.

Sapie Reco 추천 솔루션 · 2024.11 – 2025.02

Recommendation + LLM solution concept and PoC for an arts and handmade platform. Recommendation scenario design, LLM-driven theme generation and curation chatbot, applied to the customer service and validated as PoC. Selected as an AWS AI Industry Week 우수 사례 and 우수 솔루션.

전사 공공사업 모니터링 자동화 · 2025.06

Crawling + LLM report-automation workflow for ongoing public-sector business monitoring. Parallel crawling for fast bid collection, LLM-based bid analysis and report drafting, mail-based delivery for decision support. Reframed repetitive monitoring work as a running operational engine.

2026 AI AGENT 융합·확산 지원사업 제안 기여 · 2026

Pre-Sales / consulting contribution to a national AI AGENT support program proposal. Connected customer and program requirements to a technical architecture, drafted strategy, technical, and presentation slides, and shaped the Pre-Sales narrative end-to-end. Project was selected. [관련 기사](#) — 솔루션 사업 선정 보도 (경향게임스, 2026.05).

Sapie Braille — Solution Enablement · 2025.07 – 2025.11

Solution refinement, sales-kit and manual authoring, on-site event operation. Contributed to selection among the top 15 outstanding solutions at the 2025 대한민국 AI 혁신조달 대전 (장려상), and to AI Champion Top 100 with GPU / LLM resource support.

Wall Pad K사 기술 검증 PoC & 솔루션 아키텍처 · 2025.09 –

Technical validation PoC and solution architecture work for a Korean wall-pad customer. Core module feasibility testing, customer communication to align scope and surface risks, Pre-Sales-framed technical proposal and solution structure.

GitHub-backed Public Proof

[claude-codex-vibekit](#)

Local quality-gate workflow for AI-assisted / vibe coding sessions. Structured prompts, quality gates, reviewable handoffs — packaging vibe coding as a controlled way to produce demos and PoCs.

[ai-service-template](#)

Reusable Windows / PowerShell safety harness for Codex CLI and Claude Code CLI. Preview-first execution, dry-run defaults, bounded fix loops, human-reviewed handoffs.

[hwp-to-pdf-api](#)

Document workflow automation prototype for HWP / HWPX → PDF conversion. Frames a Korean business-document pain point as a PoC-ready API service with conservative public limitations.

[korean-tts-benchmark](#)

Benchmark workspace for evaluating Korean TTS candidates for a smart-home voice-guidance PoC. Comparison structure, decision support, validation artifact.

[authmail-relay](#)

Self-hosted authentication-email workflow: magic link, OTP, password reset, idempotency, rate limiting, webhook delivery — packaged as a reusable service prototype.

Supporting Proof

- [portfolio](#) — live recruiter-facing portfolio (Next.js · Vercel) carrying these case studies and proof links.
- [hwan96-ai profile README](#) — GitHub profile index reinforcing the AI Pre-Sales / GenAI Consultant positioning.

Awards & Recognition

- 2025.09 · 2025 대한민국 AI 혁신조달 대전 장려상 — 조달청 (상위 15개 우수 솔루션 선정).
- 2025.08 · 2025 인공지능(AI) 챔피언 대회 Top 100 — 과학기술정보통신부 (638개 팀 중 Top 100, 1,500만 원 상당 GPU-LLM 리소스). [기사](#)
- 2025.07 · 제1회 공정거래 데이터 활용 공모전 인공지능 모델개발 부문 대상 — 공정거래위원회 (RAG 결사대 팀 대표 · 솔루션 총괄, 공정위 AI 모델 개발 대회 대상 포함). [기사](#)
- 2024 · AWS AI Industry Week 우수 사례 선정 · 우수 솔루션 수상 — AWS.
- 2024 · 유니콘 데이 발표 선정.

Credentials & Education

- Databricks Certified Generative AI Engineer Associate — Databricks (2026.04 – 2028.04)
- AWS Certified AI Practitioner + AI Practitioner Early Adopter — AWS (2025.01)
- AWS Certified Cloud Practitioner — AWS (2024.12 – 2027.12)
- Anthropic Claude Code 101 / Claude 101 — Certificates of Completion, Anthropic (2026.04)
- 안양대학교 정보통신공학과 — 공학사, 2015.03 – 2022.02