

# Ha Jaehwan

## AI Technical Consultant · GenAI Pre-Sales · AI Solutions Consultant

Korean name: 이재환 · Current role: 소프트웨어 APG 그룹 Technical Consultant

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

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### Summary

Customer-facing GenAI Technical Consultant focused on turning business problems into AI solution designs, proposal-ready demos, and rapid PoC validation. Experienced in RAG/LLM workflow prototyping, AI-assisted demo building, customer-support automation, sales workflow automation, and technical documentation for stakeholder discussions.

고객 문제를 GenAI 솔루션 구조, 제안용 데모, 빠른 PoC 검증으로 연결하는 AI 기술 컨설턴트입니다. RAG/LLM 워크플로 프로토타이핑, AI-assisted 데모 구축, 고객지원 자동화, 영업 워크플로 자동화, 이해관계자 논의를 위한 기술 문서화에 강점이 있습니다.

### Target Roles

- AI Technical Consultant
- GenAI Pre-Sales
- AI Solutions Consultant
- Customer-facing AI PoC Builder
- Requirements-to-demo execution profile

### Core Strengths

- Customer problem framing: translate business requirements into PoC scope, validation questions, demo flows, and proposal-ready technical narratives.
- RAG/LLM PoC execution: build and explain RAG workflows, LLM answer flows, human review gates, and benchmark notes at prototype level.
- AI-assisted solution prototyping: use Codex, Claude Code, and structured quality gates to move from requirement to demo faster while keeping human review in the loop.
- Pre-sales communication: create stakeholder-friendly architecture summaries, limitations, demo scripts, and case-study language without overclaiming production readiness.

## Lead Sanitized Case Studies

### Customer Support RAG Callbot API PoC

Private client/work PoC - sanitized case study. No direct GitHub link.

Problem: a customer-support RAG chatbot direction needed to be adapted into a callbot-compatible API flow so stakeholders could evaluate integration fit beyond a web chat screen.

My role: converted the RAG workflow into an API PoC, clarified demo flow, packaged benchmark evidence, and separated integration value from production call-center claims.

Solution: synchronous JSON API around a RAG core, conversation IDs for multi-turn continuity, response cache paths for repeated or similar questions, and callbot-style response metadata.

Validation: sample benchmark notes separated answer relevance, source/URL accuracy, cold latency, warm/cache latency, and multi-turn behavior. The strongest claim is PoC-level answer relevance evidence, not production readiness.

Limitation: cold latency, source accuracy, and operating assumptions need further work before this could be positioned as production infrastructure.

Consulting value: shows how to turn a customer-support GenAI idea into an integration-oriented demo, validation summary, and roadmap discussion.

### AI Sales Follow-up Workflow PoC

Private client/work PoC - sanitized case study. No direct GitHub link.

Problem: sales follow-up after in-person meetings can lose momentum when business-card capture, contact cleanup, message drafting, and email preparation are handled manually across disconnected tools.

My role: turned the workflow into a demoable PoC, added human review gates, documented guarded send behavior, and framed the project as sales productivity automation rather than autonomous outreach.

Solution: business-card image -> OCR/contact extraction -> contact review -> follow-up draft -> manual or guarded email workflow.

Validation: PoC-level demo validation showed the workflow can make the contact-to-draft path visible to stakeholders. It does not claim production email automation or real customer impact metrics.

Limitation: real contact data, send credentials, logs, company assets, and customer examples must remain out of public material. Production use would require stronger security, audit, consent, and deliverability controls.

Consulting value: demonstrates requirements-to-PoC execution for a concrete sales workflow, with human review gates that make the demo safer for stakeholder discussion.

### Customer Support RAG Web Chatbot PoC

Private client/work PoC - sanitized case study. No direct GitHub link.

Problem: a support organization needed a demoable way to answer product-support questions using existing knowledge pages while showing where RAG helps and where retrieval quality still needs work.

My role: built and framed the original RAG web chatbot PoC, including support-content ingestion, indexing, retrieval, answer generation, demo UI, and evaluation notes.

Solution: support content ingestion -> retrieval -> reranking/relevance filtering -> answer generation -> web chatbot demo.

Validation: evaluation artifacts provided useful PoC signal and informed the later callbot/API adaptation, while also showing retrieval and link-quality limitations.

Limitation: this is a prototype and evaluation story, not proof of production-grade support automation.

Consulting value: shows the path from business problem to RAG demo, then from web demo to API integration framing.

## Professional Experience

### 솔트웨어 APG 그룹 · Technical Consultant · 2026.01 - Present

Current work focuses on technical consulting and GenAI pre-sales: translating customer requirements into AI solution directions, PoC plans, proposal materials, demo scenarios, and technical review outputs.

- Analyze customer requirements and support GenAI/RAG solution proposals.
- Plan PoCs, frame technical architecture, and prepare demo scenarios for stakeholder review.
- Contribute technical sections, strategy slides, and presentation material for customer-facing proposals.
- Build and explain customer-support RAG PoC flows across ingestion, retrieval, backend/API, UI, database, and cloud-hosted demo surfaces.
- Support AI Agent proposal work through technical direction, architecture framing, and pre-sales narrative.

### 솔트웨어 APG 그룹 · AI Service Development · 2024.02 - 2025.12

Built experience through RAG/LLM PoCs, prototypes, chatbots, recommendation workflows, AI Agent concepts, and document-based Q&A validation.

- Developed and validated RAG/LLM chatbot, recommendation, and AI Agent PoCs.
- Led or supported requirements definition, prototype planning, implementation, and technical validation for commerce, education, and internal workflow automation scenarios.
- Built document parsing, indexing, vector database, and RAG pipeline prototypes for demo and validation use.
- Converted customer/internal requirements into feature scope, demo scenarios, and technical review documents.

### Smart Farm Team · Application / IoT Development · 2023.02 - 2024.01

Worked on Flutter, Dart, Firebase, Raspberry Pi, and sensor-connected IoT service structure for smart-farm applications.

## Technical And Business Skills

- GenAI/RAG: RAG design, LLM workflows, prompt design, vector DB concepts, evaluation notes, source accuracy limitations.
- Application prototyping: Python, FastAPI, React, Next.js, TypeScript, Docker, AWS-hosted demo flows.
- Workflow automation: OCR-to-review flows, email draft workflow, document automation, benchmark workspaces.
- Consulting: discovery, requirement framing, PoC planning, demo scripts, proposal support, stakeholder documentation.
- AI-assisted delivery: Codex, Claude Code, prompt artifacts, quality gates, dry-run/preview-first workflows, human review handoff.

## Public GitHub Supporting Proof

Public repos are supporting evidence of AI-assisted PoC execution and technical packaging. Some stronger customer PoCs are private and are described only as sanitized case studies.

### [portfolio](#)

Live recruiter-facing portfolio product for AI Technical Consultant / GenAI Pre-Sales positioning, sanitized case-study presentation, public proof links, and downloadable PDF delivery.

### [authmail-relay](#)

Authentication-email workflow prototype for magic link, OTP, password reset, idempotency, rate limiting, and webhook delivery. Useful as supporting backend/API workflow proof, not a GenAI project.

### [claude-codex-vibekit](#)

Local quality-gate workflow for AI-assisted PoC work: structured prompts, review steps, and handoff patterns for safer demo/prototype execution.

### [ai-service-template](#)

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

### [korean-tts-benchmark](#)

Benchmark workspace for comparing Korean TTS candidates in a smart-home voice-guidance PoC. Best framed as evaluation and decision-support proof.

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

Document workflow automation prototype for HWP/HWPX to PDF conversion. Best framed as Korean business document automation proof.

## Awards & Recognition

- 2026.05 · 2026 AI Agent 융합·확산 지원사업 선정 기여 · 정보통신산업진흥원(NIPA). Proposal contribution through strategy, technical, and presentation material.
- 2025.09 · 2025 대한민국 AI 혁신조달 대전 장려상 · 조달청. Top 15 outstanding solution selection.
- 2025.08 · 2025 인공지능(AI) 챔피언 대회 Top 100 · 과학기술정보통신부. Top 100 among 638 teams, with GPU/LLM resource support.
- 2025.07 · 제1회 공정거래 데이터 활용 공모전 인공지능 모델개발 부문 대상 · 공정거래위원회. Team lead for the award-winning AI model development entry.

## 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 · 2026.04
- 안양대학교 정보통신공학과 · 공학사 · 2015.03 - 2022.02

## Positioning Guardrails

- Sell as AI Technical Consultant / GenAI Pre-Sales / AI Solutions Consultant.
- Do not sell as senior software engineer, production ML engineer, deep backend specialist, or pure full-stack engineer.
- Use PoC, prototype, demo, validation, sanitized case study, and supporting proof honestly.
- Keep private repos private. Do not link private sources from public materials.