



## Capability Statement: Jon Scott

### G7 English

Jon Scott and Ian Kirkwood are the founders of G7 English. After spending several years analyzing Korean business methods, they developed a new model of teaching Business English that is unique to Korea and Korean businesses. This concept is called Total Business Communications (TBC). TBC is the best and most practical model of Business English and Business in English to help Koreans win business from foreigners - either in Korea or in foreign markets. More details are available from ([www.g7english.com](http://www.g7english.com)).

### Jon Scott - Fast Facts

- Worked for two Fortune 500 Corps. (Ikon Office Solutions & Trans-Western Publishing)
- Small Business Owner & Operator
- Education-Psychology, Management, Sales and Marketing.
- Contributing author
- Enjoys travel and meeting people

### Current status

Jon Scott is a business trainer, coach and teacher living and working in Korea. He works with managers and HR executives to determine the skills required by their people to win business when dealing with foreigners. Working with his business partner, Ian Kirkwood, he develops tailor made training programs that best suit his client's needs. Jon Scott and Ian Kirkwood then train students to develop their skills to the highest possible levels in business knowledge, English communication skills, cross cultural skills and salesmanship.

### Background includes

Industrial Psychology, Marketing & Advertising Sales, Business Development, Small business ownership, Training, Teaching, Coaching and Consulting.

### Market sectors

Marketing & Advertising Sales, Business Equipment Sales, Estimation & Construction Sales, Consultation & Customer Service .

### Competencies

Teaching, Training, Coaching, Motivation, Sales and marketing, Persuasion, Interpersonal Skills, Training Staff , Workbook writing.

### Professional Background

Before coming to Korea, Jon Scott worked in a variety of sales and marketing roles for two Fortune 500 corporations. He also proudly started and developed his own small business in the home renovation industry. He has a background in people management, and is talented in developing people skills and building long term business relationships. Since coming to Korea, he has consistently added to his people training skills through his work in the English teaching industry. Before establishing G7 English, he spent five years teaching English and Business English in universities and language academies.



### Some significant achievements

- 1: Established & operated two Successful small businesses in the U.S. Created a solid reputation for providing high quality service throughout the market.
- 2: Maintained a customer base of nearly 800. Directed a work team of 20 in daily operations and customer service for nearly 10 years.  
Role – Team Manager & Trainer.
- 3: Handled all customer inquiries concerning ongoing accounts. Consulted with clients about desired designs and custom work. Role – Sales & Marketing, Estimations & Proposals.
- 4: Worked with Doosan Heavy Industries to help over 100 middle-managers develop skills in negotiations, sales, and cross-cultural communications.

### Education:

Jon Scott has majors in Business management & Psychology. His informal studies include Social Psychology, Cross Cultural communications, Sales & Marketing, Leadership, Organizational Behavior, Interpersonal & Intrapersonal Relationships. He is now doing Masters research in education, focusing on current issues in Business English communications and cross cultural relationships.

### Languages

Native English speaker. Basic Korean.

### Country Experience

China, Korea, Japan, Canada, Mexico, Singapore, Thailand, UK, USA. Traveled to or visited over 35 countries.

### Articles and Papers written.

- Transforming left to right brain thinking.
- Global Corporate Attitudes
- Language transcendence
- Dynamic Presentations
- Many Business English workbooks
- Currently writing a Masters thesis on *The Issues facing Asian Companies in a Western styled Global Business Model.*

### Personal

Jon lives in Seoul. His primary goal is to help Korean companies and students take advantage of global markets through advanced skills in both communications and business performance. He enjoys traveling and meeting new people in a wide variety of circumstances. Originally from New Hampshire, USA, Seoul is his current and long term home.

### Contact Details

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