

MARK J. TOBKIN

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Perham, Minnesota 56573
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Speaks English and conversational Chinese (Mandarin).

Core competencies include:

International Relations
Strategic Business Planning
Diplomatic Protocol
Real Estate Development
Speech-writing/Editing

International Business Development
Customer Relationship Management
Vendor Selection & Management
Foreign Government Affairs
Cross-Cultural Communications

KOREAN CULTURAL FOUNDATION, SEOUL, SOUTH KOREA **– Sponsor of the world-renowned *Little Angels Children's Folk Ballet of Korea* –**

Special Assistant to the Chairman
2/2009-2/2014

Served as International Relations officer and Speech writer/editor. In commemoration of the 60th Anniversary of the Korean War (June 25, 1950), traveled (from June 2010 - February 2012) with the world-renowned *Little Angels Children's Folk Ballet of Korea* to the 22 countries that supported Korea during and in the immediate aftermath of that conflict. The purpose of the global tour was to thank the Korean War veterans and their families, as well as those participant nations, for their support and sacrifices.

- Requisitioned official pictures and formal letters of support for the global peace tour from heads of state and dignitaries in each of the 22 nations.
- Coordinated and arranged for courtesy call visits with heads and former heads of state, as well as public dignitaries, including Korean ambassadors in each host country.
- Arranged for VIP receptions, wreath-laying ceremonies and other commemorative events.
- Traveled with and arranged for non-tour meetings between chairman and heads of state and dignitaries in Nepal, Mongolia, and Cameroon.

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*Professional Experience Continued***GOLDEN HORSE INVESTMENT CONSULTING CO., LTD.**

Private Business Consultant

3/2005 – 2/2009

Private consultant in China (P.R.C.) and S. Korea with focus on domestic and international business franchises. Researched all applicable requirements and laws governing franchise establishment, and advised clients of the pros and cons of their choice of business, as well as start-up costs, capital requirements, and responsibilities to relevant corporate headquarters.

**PANDA JINRUN REAL ESTATE (CHINA) Co., LTD., HUIZHOU CITY
GUANGDONG PROVINCE, PEOPLE'S REPUBLIC OF CHINA**

Chairman

12/2001 – 3/2004

Directed all aspects of a land development organization including strategic planning, budgets, market assessments, and governmental relations for a joint venture property development company. Managed governmental relationships, vendors, and the general contractor. Convened all company board meetings to discuss strategy, finance, and sales. Maintained relationships with other developers.

**PANDA PROPERTY DEVELOPMENT (CHINA) Co., LTD., HUIZHOU CITY
GUANGDONG PROVINCE, PEOPLE'S REPUBLIC OF CHINA**

General Manager

11/1998 – 3/2004

Supervised daily operations as well as planning, design, budgets, and construction of development of land holdings in China. Managed relationships with government authorities and enterprises. Managed outside vendors. Facilitated daily meetings with senior management to stay abreast of small and large development projects. Provided interim reports to Board of Directors on a monthly basis. Reviewed and approved all financial-related policies.

Vice President

9/1996 – 11/1998

Assisted in the start-up of a wholly foreign-owned property development organization in China. Coordinated company meetings to provide progress reports to executive board. Delivered company briefings to visitors and guests. Met with governmental officials to inform them of company development. Created and presented statistics on development initiatives to the President.

*Professional Experience Continued***PANDA MOTORS (CHINA) Co., LTD., HUIZHOU CITY
GUANGDONG PROVINCE, PEOPLE'S REPUBLIC OF CHINA****Director of Government Affairs**

6/1993 – 9/1996

Researched and reported on governmental policies and regulations affecting the wholly foreign-owned automobile assembly enterprise of Panda Motors. Created and maintained sound relations with relevant government officials and agencies. Attended government enterprise meetings, banquets, and group discussions. Presented company progress reports to relevant officials. Coordinated travel to the U.S. for Chinese officials. Interceded on behalf of the company to resolve conflicts and misunderstandings with the government. Drafted all company policies on communications with government authorities and agencies.

Director of Administration/Human Resources

8/1990 – 6/1993

Drafted and implemented company policies and procedures in compliance with China regulations and labor laws. Developed company organizational structure.

PANDA MOTORS CORPORATION INTERNATIONAL (PCMI), TYSON'S CORNER, VIRGINIA**Director of Administration**

12/1989 – 8/1990

Developed company policies and procedures for the U.S. operations of Panda Motors Corp., an automotive manufacturer doing business in China. Arranged for delegations to travel from U.S. to China for automotive-related fact-finding missions, and for Chinese governmental officials to visit Panda properties in the U.S. Provided orientation seminars to employees and their families being sent to work at Chinese operations. Provided coaching and guidance on cultural differences.

Selected accomplishments:

- Invited to speak at a Hi-Tech Fair in Beijing attended by government leaders, and presidents/CEO's of Fortune 500 companies. Successfully delivered speech in 'The Great Hall of the People' on "A Foreigner's Perspective on the World Trade Organization (WTO) and China's Role in the 21st Century".
- Granted "Honorary Citizen of Huizhou City" status in 2003 for contributions made to the economic and social development of the area.

EDUCATION & CREDENTIALS

Bachelor of Science Degree
Animal Science/Soil Science

UNIVERSITY OF MINNESOTA, Crookston, Minnesota
Graduated with High Distinction

Computer Skills:
Windows-based Microsoft Office (Word, Excel, PowerPoint...)