Picture

(optional)

**Curriculum Vitae**

**Personal Information**

|  |  |
| --- | --- |
| Surname | Yamada |
| First name | Taro |
| Date of Birth | 1 January 1970 |
| Nationality | Japanese |

**Summary**

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| * **13 years of experience in machinery industry** * **6 years of experience in the chemical industry** * **Strong record track in business development, business planning, successful marketing campaigns** * **Persistence to succeed in sales** * **Outstanding communication and presentation skills in both Japanese and English** |

**Professional Experience**

|  |  |
| --- | --- |
| **Mar. 1998 - Present** | **Oilerios Industries, Tokyo**  *Australian machinery company, specializing in oil cleaners (used for hydraulic oil in factories), 200 employees in Japan* |
| *Jan. 2001 – Present*  Section Sales Manager | *<* Main Duties *>*   * Sales & Marketing of oil cleaners in the domestic market * Development of new customers and applications * Training of 5 sales representatives   *<* Key Accomplishments *>*   * Open up more than 30 new accounts every year * Increased sales in my area of responsibility by 15% per year on average * Successfully initiated and executed major internet marketing campaigns * Received president award in 2002 |
| *Mar. 1998 – Dec. 2000*  Sales Representative | *<* Main Duties *>*   * Sales & Marketing of oil cleanser in the Kanto area * Development of new customers and applications * Planned and designed the company web page   *<* Key Accomplishments *>*   * Open up more than 20 new accounts every year * Award of best sales in Kanto area |
|  |  |
| **Apr. 1992 – Feb. 1998** | **Foiloira Corporation (Tanaka Plastic Co., Ltd)**  *Japanese chemical company producing PET Film, subsidiary of Tanaka Plastic, 700 employees in Japan* |
| *May 1995 – Feb. 1998*  Marketing Planner | *<* Main Duties *>*   * Planned joint venture with Sanofis-Aventis (France) * Planned long term management strategies with Mitsubishi Research Institute Inc.   *<* Key Accomplishments *>*   * Successfully developed marketing strategies and introduced new chemical products into the Japanese market achieving \12b sales in the first three years after launching |
| *Apr. 1992 - May 1995*  International Sales  Representative | *<* Main Duties *>*   * Handled contacts with about 150 companies as a member of the sales team handling exports to North America and Europe (BASF, DUPONT, SONY ect.)   *<* Key Accomplishments *>*   * Increased sales from 1.5 million dollars to 3 million dollars per month * Doubled market share within 2 years (to 1% worldwide) |

**Education**

|  |  |
| --- | --- |
| *Sep. 2005 – Apr. 2006* | **Executive MBA**  *University of Zurich, Switzerland* |
| *Apr. 1988 – Mar. 1992* | **Bachelor of Science in Chemistry**  *Nihon University, Tokyo* |

**Educational Courses / Vocational Training**

* GLOBIS Critical Thinking course work completed
* Japan Management Association Global Business Leader course work completed

**Qualifications**

* Geometrical measurement license (2nd Grade)
* Flammable component protection license (1st Grade)
* Driver’s license

**Language Skills**

|  |  |
| --- | --- |
| Japanese | Native |
| English | Business level (TOEIC: 820, achieved in June 2005) |
| German | Daily conversation level |

**Computer Skills**

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| --- |
| Good knowledge in Windows, Microsoft, Mac OS |

**Activities / Hobbies**

Art, travelling, literature