

## Curriculum Vitae

### Personal Information

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

Picture  
(optional)

### 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

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#### 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

#### **Foilaira 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

#### < Main Duties >

- Handled contacts with about 150 companies as a member of

**Representative** 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**

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Sep. 2005 – Apr. 2006	<b>Executive MBA</b> <i>University of Zurich, Switzerland</i>
Apr. 1988 – Mar. 1992	<b>Bachelor of Science in Chemistry</b> <i>Nihon University, Tokyo</i>

## **Educational Courses / Vocational Training**

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

## **Qualifications**

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- Geometrical measurement license (2<sup>nd</sup> Grade)
- Flammable component protection license (1<sup>st</sup> Grade)
- Driver's license

## **Language Skills**

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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**

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Art, travelling, literature