

Taro Yamada

Summary

- 13 years of experience in machinery market.
- 6 years of experience in chemical market
- Strong record of new business development, business planning skills and successful marketing campaigns
- Persistence to succeed in sales
- Outstanding presentation and communication skills in both Japanese and English

Personal details

Date of birth: 1 January 1970
Nationality: Japanese
Marital status: married, 2 children
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Education

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

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

Career History

Mar. 1998 – present

Oilerios Industries

Australian machinery company, specializing in oil cleaners (used for hydraulic oil in factories), 500 employees in Japan

Section Sales Manager (*Jan.2001- present*)

<Main Duties>

- Sales and Marketing of oil cleaners in the domestic market
- Development of new customers and new applications
- Training of 2 sales representatives

<Key Accomplishments>

- Opened up more than 30 new accounts every year
- Increased sales in my area of responsibility by 15% per year on average
- Initiated and successfully executed major internet marketing campaign
- Received president award in 2001

Sales Representative (*Mar.1998-Dec.2000*)

<Main Duties>

- Sales and Marketing of oil cleaners in the Kanto area

- Development of new customers and new applications
- Planned and designed the company web page

<Key Accomplishments>

- Opened up more than 20 new accounts every year
- Award for best sales in Japan

Apr. 1992 – Feb. 1998

Foilora Corporation (Mitsubishi Plastic Co., Ltd)

*Japanese chemical company which produces PET Film, 700 people in Japan,
subsidiary of Mitsubishi Plastic*

Marketing Planner (May 1995-Feb.1998)

<Main Duties>

- Planned joint venture with Sanofi-Aventis (France)
- Planned long term management strategies with Mitsubishi Research Institute Inc.

<Key Accomplishments>

- Developed a marketing strategy and successfully introduced new chemical product into the Japanese market, achieving ¥12b sales in the first three years after the launch.

International Sales Representative (Apr.1992-May 1995)

<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 and many others)

<Key Accomplishments>

- Increased Sales from 1.5 million dollars to 3 million dollars per month
- Doubled market share within 2 years (to 1% in the world)

Social activities

- Tokyo International Salon - Created an international forum for discussions on cultural, creative and social issues
- Volunteer in Kobe Earthquake (*Jan.-Mar.1995*)

Languages

- Japanese: native
- English: business level (TOEIC: 820, achieved in June 2005)
- German: daily conversation level

Hobbies

- Skydiving
- Judo (black belt)
- Travelling (to Central Asia, French Polynesia, etc.)

References

- Available on request

Tokyo, March 31, 2011