

**XXXXXX XXXXXX**

**2-2-4-1104 xxxxxxxx, xxxxxx, Tokyo, xxxxx-0023**  
**090.xxxx.xxxx | [xxxxxxx@gmail.com](mailto:xxxxxxx@gmail.com)**

## **QUALIFICATION HIGHLIGHTS**

- 26 years of extensive experience as a sales representative in the fields of network equipment, system and software development
- Superb management skills, leading 30 employees at maximum time
- Strong knowledge in expanding sales with building a strong relationship with clients and knowing its importance
- Be able to support a company by proposing new business development plans with a keen eye for business as well as being a cooperative HR general manager
- Strong analytical and follow-through skills with a pioneer mind

## **PROFESSIONAL EXPERIENCE**

**██████████ Development Company, L.P. May 2006 to Aug 2014**

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ProCurve Business Department, Partner Sales Manager  
Network Business Managing Department, Sales Department Manager

- Worked as a partner sales representative and made contracts with numerous new network and server product agencies
- Successfully increased clients by telephone marketing and installed wireless systems
- In charge of business development and planned new business models, coordinated internally and externally
- Worked as a mentor by educating and training new employees

**██████████ Jan 2006 to Apr 2006**

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Sales Promotion Department Manager

- In charge of sales promotion for in-house development reporting solution and organizing and administrating sales department and advertising tasks

**██████████ Mar 2005 to Dec 2005**

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System Development Department Manager

- In charge of outsourcing system development sales representatives and IT personnel required and coordinated with staffing agencies

**Apr 2004 to Jan 2005**

Sales Department Manager

- Aimed to meet a budget by developing large accounts and cooperating with a vice president in software development sales department and sales managing directors
- Re-created sales division organization and proposed new evaluation system
- Strengthening office information system and received ISMS certification which is mandatory in software companies
- Teamed up with HR and IT departments and recruited talented employees in sales and IT departments

**Sep 2003 to Mar 2004**

Sales Department Manager

- Launched HR and Tokyo divisions, negotiated with venture capital firms
- Proposed business plans to sales departments and managers
- Worked as a software development sales representative and created great connection with large manufacturers

**Jan 2002 to Aug 2003**

General Manager, Sales Managing Director

- In charge of business management, budget drafting, HR and network equipment sales, overseas VPN manufacturer sales, software development sales utilizing India subcontracting companies and system consultation

**Feb 1989 to Dec 2001**

Network System Department, Sales Department Chief, Subsection & Section Chief

- In charge of sales, new product planning, marketing, overseas new product research, contract negotiation with agencies, and private show planning and execution
- Developed OEM products and administrated contracted OEM clients as well as managed project deadlines and negotiated with manufacturers
- Managed Sales Department and System Solution Support Division and worked as a project manager for large accounts
- In charge of budget planning, HR and company organization planning

**Apr 1988 to Feb 198**

OA System Division

- Worked as a personal computer sales representative for universities

## **EDUCATION**

High School, Gunma | Mar 1989

University, Tokyo | Faculty of Economics | Mar 1998