Keisuke KUDO

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Experienced sales professional with 5 years in market expansion and data-driven strategies. Excelled in driving sales growth and optimizing logistics using advanced data analysis. Skilled in developing predictive models for effective decision-making. Seeking to pivot my career towards the computer science field to further enhance technical abilities and apply my analytical background.

PROFESSIONAL EXPERIENCE

TRUSCO NAKAYAMA CORPORATION   **Tokyo, Japan**

International Sales Associate   *2021-Present*

- Led market expansion to the Philippines, achieving a 347% increase in annual sales.
- Initiated a client-focused product selection project, utilizing deep customer insights.
- Analyzed sales data targeting similar customer profiles for strategic decision-making.
- Performed market research with historical data on 3 million orders, improving cross-selling and purchase frequency.
- Improved ocean transport efficiency up to 91.1% for diverse, heavy items, enhancing container usage.
- Developed a cargo placement tool by analyzing logistics algorithms, reducing by 65% transportation costs.

Sales Associate   *2019-2021*

- Developed a predictive model to forecast future sales using Business Objects, and designed a comprehensive sales dashboard, leading to a 10% increase in the order rate.
- Spearheaded the ERP system renewal initiative, orchestrating effective bi-weekly training sessions on the latest SAP system functionalities and updates, enhancing team proficiency and system utilization.
- Analyzed past order data, transitioning a major client to 9 manufacturers, boosting annual revenues to $1.1 million.

Product Management, Floor Manager   *2018-2019*

- Enhanced workflow efficiency by implementing a ranked inventory shipment allocation system, and improved inventory management efficiency by over 50%.
- Led a data analysis project to investigate historical misdelivery incidents and workspace conditions, culminating in a strategic layout redesign that significantly improved operational efficiency.

EDUCATION

Miyazaki Municipal University   **Miyazaki, Japan**

Bachelor of Arts in Humanities   *2013-2018*

TECHNICAL SKILLS

- **Languages:** Python, JavaScript, HTML/CSS, VBA
- **Technologies:** VS Code, Git, Business Objects