

# Daniel Banfield-Keller

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Multilingual sales, logistics, and project management professional, looking to leverage acquired knowledge and experience to pursue a career in translation. Experience working across American and Japanese business cultures. Strong writing, presentation and communication skills. Fluent in Japanese and conversationally proficient in Spanish. BA in Linguistics and Japanese, University of California, Berkeley.

## PROFESSIONAL EXPERIENCE

**BBA Project, Inc,** Elmsford, NY

August 2020 – Present

*Operations*

- Supporting English and Japanese purchasing and quality teams at Kawasaki in part procurement and project planning for railcar lines across the Northeast including Metro North (MTA), Long Island Railroad (LIRR), Port Authority Trans-Hudson (PATH), and Massachusetts Bay Transportation Authority (MBTA)
- Negotiating with manufacturers globally to coordinate long and short-term pricing contracts valued at over \$1M
- Coordinating with freight and logistics companies to arrange domestic and international LTL shipments
- Managing multiple product lines including machined metal parts and electronic connectors

**Maypro Industries, LLC,** Purchase, NY

March 2019 – August 2020

*Sales Associate, Product Manager*

- Acted as product manager for ingredients across pharmaceutical, cosmetic, and dietary supplement sectors
- Trained sales team members on background information and selling points of products managed
- Sourced ingredients from Japanese, Chinese, Indian and other international manufacturers to fulfill customer inquiries and orders
- Performed market research on key commodities such as mung bean, glycine, and lanolin derivatives
- Wrote copy for pitch statements and marketing materials
- Expanded customer base, bringing in a dozen new customers

**Tokyo Sangyo, Inc.,** Mason, OH

November 2016 – March 2018

*Sales Representative*

- Corresponded globally with customers, manufacturers, and co-workers in English and Japanese to procure parts, materials, equipment and services.
- Translated technical documents, emails, and presentation materials and interpret for US and Japanese clients and engineers during equipment installations, meetings, and negotiations.
- Established, grew and managed relationships between equipment manufacturers and parts makers, with a focus on precision electronic machinery for Tier 1 and Tier 2 automotive suppliers.
- Brokered equipment transactions ranging in value from \$5K to \$1.5MM, including die-cast, injection molding, powder metallurgy, and machining equipment.
- Facilitated international and domestic shipping and logistics based on current Incoterms.
- Negotiated equipment specifications to ensure optimal solutions for customers' process and budget.

**Thinaire Transmedia Network, Inc.,** New York, NY

June – August 2013 & 2014

*Business Development & Administrative Support Intern*

- Engaged with clients and prospects, presenting and explaining Thinaire's near-field communication (NFC) technology and applications. Encoded and tested radio frequency identification tags for NFC.
- Supported NFC-enhanced advertisement campaign for Good Humor, checking status of individual installments and monitoring engagement rates
- Performed market research and managed research database.
- Created and edited marketing and investor presentations.
- Wrote copy for press releases, executive summaries and business plans.
- Prepared financial statements. Developed expense code system for purchase orders, and invoices.

## **EDUCATION**

**University of California, Berkeley**

Bachelor of Arts, Linguistics and Japanese

May 2016

## **LANGUAGE SKILLS**

**Japanese:** Fluent - Japanese Language Proficiency Test N1 (2014)

**Spanish:** Conversational Proficiency

## **ADDITIONAL SKILLS, ACTIVITIES & ACOMPLISHMENTS**

Enjoy travel and music (tuba, section leader and director's assistant, University of California Marching Band);  
Achieved Boy Scouts of America rank of Eagle Scout.