

Professional Summary

Results-driven General Manager with 12+ years of experience in the machinery industry, driving sales growth, leading high-performing teams, and fostering strong customer relationships. Proven track record of success in product development, CRM, and operations management, with a strong educational foundation in Electronics and Textile Engineering.

Professional Experience

General Manager - Sales (SA12)

Inazuma.co | January 2018 - Present

Senior Sales Manager

Mitsubishi Heavy Industries | June 2015 - December 2017

Key Achievements:

- Increased sales revenue by 25% within the first year through strategic account management and new business development.
- Developed and implemented a CRM system, enhancing customer engagement by 30%.

Responsibilities:

- Managed a team of sales professionals, providing coaching and guidance to achieve sales targets.
- Collaborated with the product development team to launch new machinery products, resulting in a 15% market share increase.

Sales Manager

Toshiba Corporation | March 2012 - May 2015

Key Achievements:

- Successfully led a team to secure a major contract with a leading textile manufacturer, valued at \$1.5 million.
- Improved sales forecasting accuracy by 20% through data analysis and market research.

Responsibilities:

- Conducted market research to identify new business opportunities and expand the customer base.
- Worked closely with the operations team to ensure timely delivery of products and services.

Sales Engineer

Hitachi Ltd. | August 2009 - February 2012

Key Achievements:

- Provided technical support to the sales team, resulting in a 10% increase in sales of complex machinery products.
- Developed and delivered product training sessions for new customers, enhancing customer satisfaction ratings.

Responsibilities:

- Assisted in the development of sales strategies and tactics for new product launches.
- Collaborated with the R&D team to gather feedback and improve product design.

Education

Bachelor of Engineering (B.E.)

Tokyo Institute of Technology | July 2009

Technical Skills

Sales & Marketing:

- Key Account Management
- Sales & Marketing Leadership
- Team Management
- Sales Forecasting
- Market Research

Operations & Management:

- Customer Relationship Management (CRM)
- Product Development
- Operations Management
- Project Management

Technical:

- Electronics Engineering
- Textile Industry Technologies
- Data Analysis