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**Summary:**

Highly experienced and successful AI/ML specialist with a strong background in business development and strategy. Proven track record of driving adoption of AI and ML in traditional industries, including manufacturing, retail, and financial services, and identifying and delivering scalable use cases. Strong understanding of computer vision, language, time-series data analytics, personalized recommendations, and fraud detection services. Experienced in building and executing go-to-market strategies, developing technology and ISV partnerships, and driving technology adoption with diverse cultural backgrounds.

**Experience:**

Senior AIML Specialist – ASEAN, Amazon Web Services Singapore Pte. (Nov'20 - Present)

- Development of new market for AI and ML services in the ASEAN region
- Build and execute go-to-market strategy for AI and ML in ASEAN
- Driving adoption of AIML in traditional industries such as FSI, Telco, Retails
- Identify and deliver new and scalable use cases

AI/ML - Senior Business Development Manager, Amazon Web Services Japan K.K. (Feb'19 - Oct'20)

- Development of new market for AI and ML services in Japan
- Build and execute go-to-market strategy for AI and ML services in Japan
- Technology & ISV partners development
- Driving technology adoption for customers with different cultural backgrounds

Business Development Manager, GE Digital (Nov'16 - Jan'19)

- Development of flagship deals with strategic customers
- Alliances and partnership development
- OT Security (Wurldtech Inc.)
- Field Service Management Software (ServiceMax)

Global Account Manager, Cisco Systems Inc. (Apr'06 - Dec'15)

- Global account management
- Digital transformation

**Education:**

- The University of Tokyo, Ph.D., Computer Science and Robotics Engineering (2003)
- The University of Tokyo, Master's degree, Precision Engineering (2001)
- University of Electro-communication, Bachelor's degree, Mechanical Engineering (1999)

**Skills:**

- AWS Certified Machine Learning Specialty
- AWS Certified Solutions Architect Associate
- AWS Certified Cloud Practitioner
- Python, TypeScript, JavaScript, HTML, CSS
- Foundation Models, LLMs
- Business development
- Go-to-market strategy
- Technology and ISV partnerships
- Customer relationship management
- Marketing strategy

**Languages**

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|------------|----------------|
| • Japanese | Native         |
| • English  | Business Level |
| • Thai     | Native         |
| • Chinese  | Basic          |