

# Takahiro Kikuchi

San Francisco, CA, 94132

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## Professional Summary

Outgoing student with a strong background in both business and software sectors and a track record of success with product management. Demonstrated leadership skills collaborating with people from different backgrounds

## Work Experience

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### Associate Investment Researcher

October, 2021 to Present

Nonagon Capital Inc. - San Francisco, CA,

- Researched the current macro trend in the crypto industry and assisted investment decisions
- Connected with over 50 founders at crypto conferences and meetups in the Bay Area

### Product Growth · Intern Leader

July, 2021 to August 2022

Social Databank, Inc. - Minato-ku, Tokyo

- Conducted market research and customer interviews. Led engineering, marketing, and sales departments to develop a digital transportation pass that sold 10 million yen in its first year. Received "Good Design Award" from Japanese government
- Analyzed customer defection points using SQL, developed marketing strategy and improved UX design, resulting in 15% increase in purchase rate
- Automated payment functions which cut labor cost by 10%
- Developed branches and recruited employees, expanded the organization from 5 to 30 employees in 2 years

### Software Engineer -

July 2020 to July 2021

Social Databank, Inc. - Minato-ku, Tokyo

- Created web applications by using PHP, Laravel, HTML, CSS on github
- Collaborated with several members including sales, business development

### Customer Success Analyst

February 2022 to July 2022

Raksul Inc. - Shinagawa, Tokyo

- Analyzed client's data and gave them suggestions to improve their TV advertisement
- Suggested several creative contents to implement A/B tests for clients.

## Education

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### International Business - Certificate

August 2022 to June 2023

San Francisco State University - San Francisco, CA

### Political Science - Bachelor of Arts

April 2019 to September 2023

Keio University - Minato, Tokyo

## Skills

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- Product Management
- SQL · PHP · HTML · CSS · JavaScript
- Collaborating with a team using Github and Product dashboard
- Japanese- Native Proficiency; English - Professional working proficiency
- Proficient with Google applications and Microsoft Office, Notion, Slack