Takahiro Kikuchi

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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. Also have deep knowledge in Urban Planning and Smart city.

Work Experience

Associate Investment Researcher   October, 2021 to December 2021

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"
- 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

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

- Product Management
- Urban Design
- 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