

Daisuke Matsuoka

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PROFESSIONAL SUMMARY

Accomplished business development professional with 20 years of distinguished performance in technology industry. Proactive manager, team builder and strategic thinker with ability to hire, train and motivate team members.

PROFESSIONAL EXPERIENCE

Concier K.K. (April 2023 - Current)

Tokyo, Japan

Founder & CEO

Established a business that provides a hybrid human-AI online customer service solution for specialized e-commerce sites, currently in the process of business model verification, with the mission to "Make E-Commerce More Human."

Splyt Technologies Ltd. (June 2021 - December 2021)

Tokyo, Japan

Japan Representative and Senior Business Development Manager

Led and managed the go-to market strategy and helped the company and supported the decision-making process through to the eventual decision to withdraw.

JTB Corp.

Tokyo, Japan

Senior Director, Corporate Strategy Department (January 2020 - June 2021)

Oversaw multiple key business development projects for JTB group's management transformation which began in October 2017

- Successfully led a project team of 8 to launch a new BtoB SaaS platform business in January 2021 to help tour and activity suppliers in Japan digitalize their distribution and operation management.

Deputy General Manager, Corporate Strategy Department (March 2018 - December 2019)

- Originated, developed and negotiated a joint venture business strategy and plan with TripAdvisor. Officially promoted and appointed to the CEO of new joint venture which was planned to be established before the COVID19.

Airbnb Japan K.K.

Tokyo, Japan

Head of Business Development (April 2016 - February 2018)

Oversaw partnership strategy for Airbnb Japan's business growth and competition in Japan as a member of a global BD team

- Developed and managed a key partnerships strategy for Japan market, leading partner discussions and signing new contracts with large companies, including ANA, CCC, Recruit, HIS and FamilyMart.

Senior Partnerships & Field Marketing Specialist (June 2014 - March 2016)

- Successfully launched and managed marketing partnership deals with CCC, Travelko, Travel.jp and Tokyo Tower Night@ to legitimize Airbnb in Japan and drive new guests and hosts.

TripAdvisor, Ltd.

Tokyo, Japan

Senior Business Development Manager (April 2011-October 2012)

Oversaw all sales and marketing strategy for a leading online travel services recently spun off from Expedia Holdings.

- Led a team of 8 to develop an original strategy for acquiring new clients based on business conditions of each client's sector, resulting in an increase of online branding by 750% in 2011 and securing large asset clients such as Google Japan, Zenrin, Choice Hotels, and Japan National Tourism Organization.

Business Development Manager (April 2009-March 2011)

Managed and expanded business partnerships in Japan for TripAdvisor as one of four start-up team members

- Developed partnerships strategies and spearheaded the acquisition of new advertisement partnerships with 12 key local partners including Rakuten, Recruit, Japan Travel Bureau, and Priceline. Designed and executed online branding strategy to acquire new content partnership deals, resulting in new clients such as Japan Airline, MSN-Japan, Yahoo.

Dell Inc.

Tokyo, Japan

Business Development Manager, eBusiness Division (April 2007- March 2009)

Developed and executed the marketing strategy to promote Dell's online Business-to-Business commerce in Japan

- Spearheaded company's eBusiness for public market selling to 3,000 customers. Analyzed key issues and developed business plan to address customer needs, resulting in 3.2 million USD revenue/month from virtually zero within 2 years.
- One of 30 in Asia Pacific Team to receive the MVP award in 2008 for meeting sales target in three consecutive quarters.

Rakuten Inc.

Tokyo, Japan

Sales Representative, Advertisement Sales Division (April 2004-March 2007)

Member of sales team for a leading Japanese Internet commerce company with 7,000 employees and annual revenue of 4 billion USD.

- First representative to have achieved the top sales twice in 2006. Top of 31 sales representatives to have achieved a monthly sales target of 0.5 million USD/month in 2007.

EDUCATION

IE Business School, International MBA, June 2014

Madrid, Spain

Keio University, Bachelor of Economics, March 2004

Tokyo, Japan

OTHER

- Internship: HotelQuickly Ltd. in Bangkok, Thailand(January-February 2014), Sonata Software Inc. in Bangalore, India through AISEC exchange program (October 2003-December 2003)
- Lived and studied in San Antonio, Texas in United States for one year as AFS exchange student