

DAISUKE NAMBA

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8+ years in Operations and Launch. Data-driven and goal-oriented mindset who loves working in a dynamic and fast-paced environment. Strong expertise in managing projects starting from strategy & planning, execution, and analyzing results with data (SQL, Python, Spreadsheets). Enjoys increasing efficiency of daily tasks through python scripts.

Employment

Peeba 

Tokyo, Japan / Jakarta, Indonesia
Jul 2022 - Present

Representative Director of Peeba Japan / Launcher for Peeba Japan & Indonesia

- Responsible for launch of Peeba Japan and Peeba Indonesia.
- Responsible for creating all company-wide reports high-level, detailed event-data level, detailed transaction level
- Japan:
 - Created the Peeba Japan business, Managed P&L and the team (3 people).
 - Onboarded 61 brands in 6 months contributing to 200,000USD in sales
- Indonesia:
 - Managed Sales Team and reached annualized GMV of 1M USD within 3 months of launch.
 - Created scrapers for lead generation and lead scoring using Python. Generated 3000+ Brand leads and 20,000+ Retailer leads in 1 week.
 - Chief of staff and fundraising assistant for CEO

Wolt 

Tokyo, Japan
Jun 2020 - Jun 2022

Operations Manager

- Launched Wolt in the 6 Tohoku prefectures within 1 year (Sendai, Morioka, Fukushima, Aomori, Akita).
- Grew Morioka to become the highest priority markets for both Japan and Global.
- During launch, led a team of 6 in Operations, Sales, and Restaurant Onboarding.
- After Launch, led the Supply Engagement Team (4 people) to increase retention and CSAT of Delivery Partner. Increased retention by 12% with loyalty programs, communications, and appreciation events.

Uber Technologies 

Tokyo, Japan
Aug 2017 - Jun 2020

Special Projects Lead / Safety & Compliance Lead (Feb 2019 - Jun 2020)

- Special Projects Lead:
 - Program managed an international hardware project with global tech teams that improved key business metrics: Driver acceptance rate by 24% and Rider cancellation rate by 31%
 - Budget control for 2 multi-million dollar projects (Hardware manufacturing and Hardware Supply Chain)
- Safety and Compliance Lead:
 - Worked with international teams on the company-wide priority project to implement government mandated safety requirements
 - Decision Maker for all safety-related product launches and incident-handling playbooks

City launcher (Mar 2018 - Feb 2019)

- Managed 6 people and Launched the first 6 UberTaxi cities in Japan within 1 year (Awaji, Nagoya, Osaka, Sendai, Aomori, Fukushima, Fukuoka) working along with local government and taxi companies.
- Public speaking to media and government officials to introduce the Uber taxi product

Strategic Operations (Aug 2017 - Mar 2018)

- Key Account manager for the largest business partner in Tokyo generating 40 million yen in weekly sales

- Built scalable operations to recurring payment-related tasks that decreased task time by 5 hours every week

Marubeni Corporation **Marubeni**

Tokyo, Japan
Apr 2015 - Jul 2017

Head of Logistics, Thermal Coal (Apr 2016 - Jul 2017)

- Total import to Japan of over 15 million tons, and 1 million tons of offshore trading
- Monitored the supervision of logistics team to meet the teams annual KPIs

Logistics, Thermal Coal (Apr 2015 - Mar 2016)

- Improved the operational efficiency of logistics tracking
- Created department budgeting

KPMG LLP **KPMG**

Silicon Valley Office, CA, US
Jun 2013 - Aug 2013

Audit Intern (Jun 2013 - Sep 2013)

- Finalizing Financial Statements, P/L Analysis, Risk Analysis, Internal control.
- Clients: Large International Technology companies - Software & Hardware

Education

Waseda University

Tokyo, Japan

School of International Liberal Arts - Business Economics

- Tennis Club (4 consecutive National champions, team data lead)
- Graduating thesis on 'Analysis of Equity Investment in Olympic Host Countries'

Georgia Institute of Technology

Tokyo, Japan

Business Administration, Accounting

- One year study abroad program
- Accounting Club

Skills and Qualifications

- SQL
- Python (A beginner, but can write scripts to automate tasks with help from ChatGPT)
- TOEIC 990, TOEFL iBT 109, STEP grade 1
- Certified Domestic Travel Services Manager (国内旅行業務取扱管理者)

Tools

- CRM: Salesforce, Zoho
- Data analysis: Google BigQuery, Snowflake, Redash, Jupyter Labs, Looker, Amplitude, Mixpanel,
- Project management: Asana, Monday, ClickUp, Notion
- Google docs: Sheets, Docs, Slides