

CHIE KIMURA

AREA MANAGER AT EXPEDIA

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SUMMARY

Current role is Area Manager at Expedia, utilizing my 8+ years of experience in account management and OTA background. Passionate about business development, coaching and supporting for positive members' growth, and love to be in tech industry.

PROFESSIONAL SKILLS

Account Management

Business Development

Team Lead

Coaching and Training

WORK EXPERIENCE

Expedia Holdings K.K.

AREA MANAGER

(2025 - Present)

- Team lead of sales team for Japan and South Korea region
- Make efficient strategy to aim ambitious target (over \$5M per Q) per Q.
- Give hands on training, coaching and shadowing to improve each member's performance and pitch improvement
- Mentor to team members to expand their career path

SENIOR MARKET MANAGER

(2022 - 2024)

- Managing Area: Tokyo
- Manage top producing partners to maximize their revenue
- Execute region level project to boost inbound travel demand after Covid

MARKET MANAGER (TOKYO)

(2021 - 2022)

- Managing Area: Tokyo, Chiba
- Adding to below experiences, lead webinar and partner event to strengthen relationship with partners
- Support new hires' training by conducting partner visit together and give hands on training

ASSOCIATE MARKET MANAGER

(2019 - 2021)

- Managing Hokkaido and Okinawa
- Develop and sustain strong relationships by communicating and providing relevant data insights and high-quality consulting services for partners
- Ensure that partners' products (competitive rates, content, availability... etc.) are consistently optimised online sites to maximize partners' revenue as well as to deliver great experience to travelers

137 Pillars Hotels & Resorts

SALES MANAGER

(2018-2019)

- Account management of corporates
- Acquisition of long stay guest (12months contract) and corporates leads, responsible for 3,000 room nights every month
- Plan and execute in house event to promote the hotel with high standard of service and facility quality

Booking.com

ACCOUNT EXECUTIVE

(2017-2018)

COORDINATOR

(2016-2017)

- Managing Area: Hokkaido and Okinawa, Acquisition of new partners (800 in 1 quarter as a team)
- Plans and execute partner event by collaborating with local administration
- Account management to maximize revenue, Maintained pro-active, day-to-day communication with existing and prospective clients by telephone, email, and in-person to enhance current business relationships and to secure new business

Groupe SEB (T-fal)

PR COMMUNICATION ASSISTANT

(2014, 6months fixed contract)

- Online and off line Marketing activity to promote products
- Lead designer to create effective ad and product site
- Communicate with internal stakeholders to publish media

EDUCATION AND CERTIFICATION

BACHELOR OF FINE ART

(2019 - 2011)

State University of New York, College at Oneonta

MASTER OF GRAPHIC DESIGN

(2015 - 2016)

The Florence Institute of Design International