RYAN KAM

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LANGUAGE & SKILLS

- English – Native
- Japanese – Business Conversational
- **Python**: Object-Oriented Programming, Web Development (Django), Web Scraping
- **DevOps**: CI/CD on AWS (Linux Server), Docker, Ansible, Jenkins, GIT / GitHub
- **Web Development**: HTML, CSS, Django web framework for Python

EDUCATION

September 2011 – June 2015
Santa Clara University, Santa Clara, California, United States
Bachelor of Commerce, Marketing

April 2014 – August 2014
Sophia University (上智大学), Tokyo, Japan
Semester Exchange Program

CERTIFICATIONS

September 2020
Udemy, Inc.
Devops Fundamentals – CI/CD with AWS + Docker + Ansible + Jenkins
Course Completion Certificate:
https://www.udemy.com/certificate/UC-be56b46b-410e-4b65-969a-395773e8ac31/

February 2021
Udemy, Inc.
2021 Complete Python Bootcamp From Zero to Hero in Python
Course Completion Certificate:
https://www.udemy.com/certificate/UC-78666043-757f-4723-a1f7-b46667df6aa3/

PROFESSIONAL EXPERIENCE

WilliamSELECT, Tokyo, Japan   **Nov 2019 – Present**
Senior Recruitment Consultant
Responsible for end-to-end sales lifecycle of IT recruitment.

- Starting new Japan office from scratch as the second Sales Team member.
- Business development of new clients within IT Consulting, IT Services, Software Vendors, eCommerce, Retail, Manufacturing, etc.
  - Handled 100% of Services Contract negotiations with client.
  - Acquired 11 new clients.
- Full-process management including candidate sourcing (zero existing database), scheduling interviews, Offer Letter negotiations, managing client & candidate expectations, closing deals.

SThree K.K., Tokyo, Japan   **Oct 2017 – Oct 2019**
Recruitment Consultant
Responsible for recruitment of haken (dispatched), keiyaku-shain (fixed-term contract), and gyomu-itaku (sole proprietor) contractors and permanent employees within IT specialty.

- After successfully achieving sales targets, was promoted from Associate Recruitment Consultant to Recruitment Consultant after 6 months.
- Business development of new clients within manufacturing, automotive, pharmaceutical, medical device, FMCG, food & beverage, etc.
- Candidate sourcing and Contractor management.
- Full-process management including scheduling interviews, reviewing MSA's and SoW's, negotiating rates, monthly service reviews with current contractors, etc.

PAL K.K., Tokyo, Japan   **Sep 2016 – Sep 2017**
Recruitment Researcher
Information Technology Team Jun 2017-Present

- Research for Senior Consultants in IT industry.
- Responsible for bringing in unmet candidates of all levels (dependent on active roles).
- Conduct name collecting, cold-calling, email campaigns, Linkedin recruiting, and resume formatting.
- Bringing in candidates for specific roles (Executive Search).

Gaba Corporation   **Nov 2015 – Aug 2016**
English Language Instructor

- Created customized lesson plans for a variety of students (professional, leisure, students, children).
- Conducted lessons practicing English conversation in both business and casual settings.