

# SAYAKA

# GASPARD

SALES ENTERPRISE ACCOUNT MANAGER

## CONTACT

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## SUMMARY

Corporate sales professional with expertise in enterprise account management, portfolio expansion, and multi-year contract negotiations in the automotive and technology sectors. Proven track record in uncovering new opportunities, driving strategic agreements, and contributing to national-level programs, with strong knowledge of Simulation & Analysis, CAE, and FEM/CFD.

## SKILLS

### PROFESSIONAL

- Enterprise sales & account management
- Key account and contract management
- Marketing and brand support
- Meta ads operation (basic)
- Visual merchandising and event setup
- Team mentoring and training
- Inventory and on-site operations
- Canva, Google Sheets

### LANGUAGE

- English (TOEIC 885, 2019)
- Japanese (Native)

## WORKING EXPERIENCE

### ENTERPRISE ACCOUNT MANAGER

ANSYS Japan K.K. | 2024 July - 2025 April

- Managed a major automotive parts supplier, one of the largest enterprise clients in Japan
- Contributed to one of the company's largest multi-year contracts, maximizing value through expanded engagement
- Identified and developed previously untapped business areas, significantly increasing account revenue
- Supported strategic initiatives for a critical national program, collaborating with executive-level stakeholders
- Served as a mentor and key support resource for 12 Account Representatives, providing guidance on account strategy, client communication, and internal processes
- Supported onboarding and ongoing training of Account Representatives, helping improve team consistency and performance
- Acted as a go-to person for problem-solving, knowledge sharing, and cross-team coordination
- Demonstrated leadership through coaching, collaboration, and proactive support, without direct people management responsibility

### ACCOUNT REPRESENTATIVE

ANSYS Japan K.K. | 2023 May - 2024 June

- Handled a portfolio of automotive parts supplier subsidiaries, expanding existing accounts and penetrating new group companies.
- Secured the first-ever multi-year contract within the supplier group, achieving 165% of sales quota.
- Nominated for the Newcomer of the Year Award at the Global Sales Kickoff for outstanding contributions.

# EDUCATION

- HUMANITY&ENVIRONMENT B.S  
Hosei University  
2015 - 2020

# AWARDS& RECOGNITION

- Newcomer of the Year Nominee  
Global Sales Kickoff  
(ANSYS, 2023)
- MVP -two consecutive quarters  
(Rakuten Mobile, 2021–2022)
- Rookie of the Year  
(Rakuten Mobile, 2020)

# WORKING EXPERIENCE

- **FOUNDER & BRAND MARKETING / VISUAL MERCHANDISING**  
**Woofy Boopy –Dog Lifestyle Brand | 2022 July - 2025 Dec**
  - Founded and operated a dog-focused lifestyle brand, overseeing brand concept, visual direction, and daily operations
  - Planned and executed brand marketing initiatives, including pop-ups, events, and promotional activities
  - Designed and implemented visual merchandising for pop-ups and events, including booth setups and photo booth installations
  - Created cohesive brand experiences through space planning, décor styling, and visual storytelling
  - Managed basic digital advertising campaigns using Meta Ads Manager (Facebook & Instagram) to support brand awareness and event promotion
  - Set up ad creatives, audience targeting, and monitored performance to optimize campaign effectiveness
  - Coordinated inventory, materials, and supplies for events; handled packing, setup, and breakdown independently
  - Performed hands-on, physical work in fast-paced, time-sensitive event environments
  - Collaborated with event organizers and external partners to ensure smooth on-site execution
- **VICE GROUP MANAGER (RAKUTEN MOBILE INC.)**  
**Rakuten Group Inc. | 2022 July - 2023 April**
  - Directed a team of 18 sales staff, ensuring performance monitoring, skills development, and KPI achievement.
  - Established escalation and resolution processes for customer issues, enhancing client satisfaction and retention.
  - Developed a process improvement initiative that reduced document verification time by 92%.
- **SALES MANAGEMENT LEADER (RAKUTEN MOBILE, INC.)**  
**Rakuten Group Inc. | 2021 Jan - 2022 June**
  - Supervised a 15-member team, delivering performance coaching and sales strategy execution.
  - Expanded business by building strategic relationships with new stakeholders in previously untapped areas.
  - Earned MVP recognition for two consecutive quarters (2021–2022).
- **SALES REPRESENTATIVE (RAKUTEN MOBILE, INC.)**  
**Rakuten Group Inc. | 2020 Apr - 2020 Dec**
  - Drove site acquisition sales for Rakuten Mobile network expansion, contributing directly to improved mobile connectivity and coverage.
  - Identified and sourced potential landowners and building owners from scratch for antenna installation projects.
  - Conducted cold outreach, appointment setting, and on-site/remote presentations to explain technical requirements and business value.
  - Negotiated terms and closed contracts with property owners for antenna installation. • Coordinated end-to-end project flow, including contract execution, construction scheduling, and progress management.
  - Acted as the primary point of contact between internal engineering/construction teams and external stakeholders.
  - Managed communication and relationship-building with neighboring residents to address concerns during construction.
  - Provided post-construction follow-up and ongoing support to ensure long-term stakeholder satisfaction.
  - Exceeded KPI goals by 180%, acquiring 84 new clients within four months.
  - Awarded 2020 Rookie of the Year for outstanding sales performance.