Kohei Shimizu

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OBJECTIVE
To obtain an IT consultant position in the Information Technology field where my experience can be utilized.

SUMMARY
· More than 5 years of experience in IT field (2 years and half in Japan, 2 years and half in Mexico)
· 2 years of experience as sales in Mexico
· Experience of Sales, Pre-sales, Project Management, New business development
· Propose developing the Internet infrastructure, Cloud Migration, Cybersecurity Consulting, ERP Consulting
· Have various knowledge of System Integrations with 5 qualifications and more than 3 years' experience

WORK EXPERIENCE
Konica Minolta Business Solutions de Mexico, S.A. de C.V. – Mexico State, Mexico   August 2023 - present

■ **New Business Department (Aug 2023 – present)**
- Propose for Autonomous Mobile/Cleaning Robot, AI surveillance camera to new clients.
- Develop new IT Business

Products and Services:
- Autonomous Mobile Robot (MiR), Autonomous Cleaning Robots (Metabots), AI surveillance Camera (Mobotix)
- Google Cloud Platform
- ECM (Enterprise Contents Management) solutions
- IT Support Service

Achievements:
· Started handling AMR, ACR, and Mobotix based on examples from other countries.
· Development of an own document management system using Google's data analysis service
· Obtaining a partnership with Google Mexico and co-hosting event (78 participants)
· Appearing as a speaker at events (Mexico startup seminar / Japan-Mexico next generation leader seminar / co-hosted event with Google Mexico / Expo of Industry Transformation Mexico, etc.)
· Introduction of electronic signatures and ECM into the company

NTT Mexico Commerce Centre, S.A. de C.V. – Mexico City, Mexico   September 2021 - July 2023

■ **JMNC(Japanese Multinational corporations) Department (Sep 2021 - Aug 2023)**
- Propose for Network infrastructure construction and Cybersecurity services to new clients.
- Approach to the clients by direct sales, collaboration with partner companies.
- Attend to the conference of Japanese chamber of commerce as a representative of the company.

Products and Services:
· IT Consulting (IT Infrastructure, Cybersecurity, Cloud Migration, ERP etc.)
· Network equipment (Cisco, Fortinet, CheckPoint, Paloalto, aruba, Juniper)
· Server (HPE, DELL EMC, VMware)
· Public Cloud (AWS, Azure)
· Applications (Microsoft 365, SAP, Salesforce.com, Microsoft Dynamics, VMware, NetApp, F5, RPA, OCR)

Achievements:
April 2022 - Aug 2023
- Sales amount: 515,313 USD   Gross profit:112,215 USD
- Got 10 new clients

Startia, Inc. -Tokyo, Japan   **April 2019 - August 2021**

- **ICT solution Department (May 2020 - August 2021)**
  Network Solution Department (April 2019 - April 2020)
- Propose for System Integration, Network infrastructure construction and Information security construction to new clients.
- Approach to the clients by direct sales, collaboration with partner companies, or accompanying with other sales person as a Presales.
- Hold a monthly seminar of System Integration for Network sales team.

Products and services:
- Server (Hewlett Packard Enterprise, DELL)
- Public Cloud (AWS, Azure, Google Cloud Platform)
- SaaS product (Microsoft 365, Google Workspace)
- Network equipment (YAMAHA, Cisco, Fortinet, CheckPoint)

Achievements:
May2020 – August 2021
- Sales amount: 240,865 USD   Gross profit: 97,963 USD
April 2019 – April 2020
- Gross profit: 13,304 USD
- Monthly Network exam for new graduates: 1st out of 6 at all times (6 times total)

EDUCATION
Faculty of Foreign Languages (International relationship)
University of Kitakyushu, Fukuoka（2019）

QUALIFICATIONS/SPECIAL SKILLS
- Microsoft 365 Certified: Fundamentals (MS-900)   05/2021
- AWS Certified Solutions Architect – Associate   01/2021
- Microsoft Certified: Azure Fundamentals (AZ-900)   09/2020
- AWS Certified Cloud Practitioner   06/2020
- Information Technology Passport Examination   03/2019
- TOEIC Listening & Reading Test   865/900   11/2018
- FITT International Trade Certificate   06/2016

LANGUAGES
- Japanese   : Native
- English   : Advanced
- Spanish   : Advanced
- Chinese   : Intermediate