Track Record

Takuya Sato — Pearl Memorial / Soul Carrier

Introduction

For over 20 years, I've worked at the intersection of technology and business. Large corporations, startups, global consulting firms. On paper, I looked "successful."

But I learned that what matters most isn't technology—it's seeing the person in front of you.

Now based primarily in Maui, Hawaii, I continue working on [Pearl Memorial / Soul Carrier](#)—delivering family memories across borders.

If you're facing challenges in life or business, let's talk first.

Does This Sound Familiar?

Business & Work

Challenge	How I Can Help
"I want to move beyond paper and Excel, but where do I start?"	Let's map your workflow together and find the simplest path to digitize
"Everyone's talking about AI—can it actually help my business?"	Let's explore concrete use cases and try something small
"I need a website but agencies are expensive"	I'll help you build something you can update yourself
"I don't have anyone tech-savvy to bounce ideas off"	I can be that sounding board—tech choices, quote reviews, whatever you need

Life & Family

Challenge	How I Can Help
"I want to digitize and preserve my parents' photos and letters"	Let's figure out the best way to organize and store them
"I want backup power and connectivity for emergencies"	Solar, batteries, Starlink—I'll share what I've learned hands-on
"I want to communicate with family overseas but the language barrier..."	From translation tools to actual bridging help

Learning & New Ventures

Challenge	How I Can Help
"I want to learn programming but don't know where to start"	Let's pick the right language and materials for your goals
"I want to build an app or service as a side project"	From idea refinement to building something minimal that works
"I struggle with technical documentation in English"	Reading strategies and AI-powered learning methods

How Consultations Work

1. Send me an email: "I'm struggling with this..."
2. We'll chat online for about 30 minutes (free)
3. If I can help, I'll propose next steps and costs
4. Pay when we achieve results (results-based fee)

Feel free to reach out. Even if you're thinking "is this too small to ask?"—that's fine.

Why Me?

Boundarist — The Power to Cross Boundaries

I see boundaries not as limitations, but as starting points for creation.

Technology and culture, strategy and creativity, Japan and America—I believe new possibilities emerge where different domains intersect.

Capital	Meaning
Knowledge Capital	Experience spanning from COBOL to AI
Relationship Capital	Networks connecting Japan, US, and Asia-Pacific
Creative Capital	Ability to design solutions beyond existing categories

By combining these three, "belonging nowhere" became my strength.

Boundaries are not walls—they are doors.

Career Summary

27 years in technology (since age 15), creating value by crossing these boundaries.

Item	Details
Birth Year	1983
Education	Tokyo National College of Technology, Mechanical Engineering (2004)
Management	200+ people
Tech Training	4,000+ people
English	Business level (TOEIC 720)

Technology Stack

Category	Technologies
Backend	Python, Node.js, Go, Rust
Frontend	React, Next.js, Vue, Three.js
Cloud	AWS, GCP, Azure
AI/LLM	OpenAI API, Claude API, Stable Diffusion
Infrastructure	Docker, Kubernetes, Terraform

Detailed Track Record

Work History

Deloitte Tohmatsu Consulting (2019–2025)

FSI Growth & Innovation Unit — Senior Specialist Lead (Second half)

DX strategy for global mega-banks, regional banks, and financial ecosystems.

Products & Solutions Unit — Studio Senior Manager / Chief Engineer (First half)

Asset development, incubation, go-to-market, and investment strategy for social impact solutions.

Area	Achievements
Financial Innovation	Customer experience with data analytics & AI, digital banking platforms
Public Sector DX	National digital government strategy, smart city OS design
Digital Twin	Bridge maintenance, LiDAR urban modeling, flood prediction
Energy	AI power demand optimization, multi-store energy cost reduction
Healthcare	IoT × cloud medical device management, disaster response

Willgate Inc. (2007–2019)

Board Director & CTO

Led company from near-bankruptcy to **50x growth**. Built dev organization from scratch to 200 engineers.

Role	Details
Business Restructuring	Dev investment strategy, domestic & international partnerships
Org Building	In-house development, hiring & training
Methodology	Waterfall → Agile Scrum

Fujitsu Limited (2004–2007)

Social Science Laboratory SE/PM

- Global logistics system enhancement
- Ministry of Justice e-application system development
- Internal dev platform standardization

Other Activities

- Vietnam CEO experience
- **World Blockchain Forum Asia Singapore 2019** Top 10 Project Leader

Technical Advisory Experience

From strategy to execution, hands-on support throughout. Bridging gaps that AI alone can't reach.

Vietnam Offshore Development Company

Business launch, initial deal formation, Japan-Vietnam collaboration workflow

"Just started the company with no major contracts. Unsure if we can sustain the business. How do we get on track?"

Walked alongside them to achieve ¥50M in the first year.

Physical Therapy Education Provider

Custom video education platform, outsourced development cost reduction, creative tool training

"The tools I found don't give me the flexibility I need. Not sure if my cloud setup is even right."

Confirmed requirements one by one, prioritized together. Mapped out timelines visually. Ongoing support aligned with business stage and budget.

Cross-Border E-Commerce Operator

Overseas inventory automation, domestic EC automation, custom EC site launch, logistics optimization, vendor development

"I want to automatically track overseas products, list them, source on demand, and add value—but the system isn't working."

Reviewed current systems together, identified bottlenecks. Built a minimal working system the same day. Continued to refine as the business evolved.

Video Education Platform Operator

Video production automation, AI video generation

"No reliable tech lead. Outsourced vendors disappear, deliverables miss the mark, and costs keep piling up."

Reviewed past communications, joined meetings. Coached on requirements and vendor management—sometimes taking over directly. Proposed candidates, headhunted a tech lead at no cost. Built a structure where core work stays in-house and extensions go to trusted partners.

Licensed Practitioner Matching Platform Operator

Matching app MVP, infrastructure setup, scalability

"Stakeholders are aligned. We need an app to acquire initial users, but we lack the know-how. We want a trusted advisor who can also get hands-on—someone with startup to enterprise experience."

Defined user experience goals, built and demoed on real devices. Handled app store procedures, documented everything for handoff.

Coached staff to build, modify, and manage apps independently.

Publications (81 Technical Books)

Between January and May 2025, I wrote and published 81 technical books on the Zenn platform.

Full list: zenn.dev/takuya_sato

Category	Key Titles
AI & ML	OpenAI Responses API Practical Guide, AI Agent Practical Guide, Stable Diffusion Practical Guide
Blockchain	Practical Solidity Smart Contract Development, Web3 Development 2025
Infrastructure	AWS Lambda Notification System, Cloud Monitoring Practical Guide
Frontend	Three.js Practical Guide, Webpack Practical Introduction
Business	Weekend Startup: Micro-SaaS, Tech-Driven Business Success
IoT	ESP32 IoT Development, Arduino × Generative AI

Open Source & GitHub (170+ Repositories)

Hands-on repositories that demonstrate the concepts from my technical books, plus 170+ projects publicly available.

GitHub: github.com/timeless-residents

Category	Key Repositories
AI & ML	handson-openai-responses-api, handson-claude-3.7-sonnet, handson-langchain
Blockchain	handson-solidity-hardhat, handson-hyperledger-fabric
Frontend	handson-threejs, handson-vite, handson-nuxtjs
Backend	handson-rails8, handson-django-render, handson-laravel
Pearl Memorial	pearlmemorial, voice-memorial-qr, honbinos-memorial

Off-Grid & Disaster Support

Maui Activities (2025–)

- **Maria Lanakila Catholic Church**: Relationship building
- **Hana Farms**: Solar system design & installation
- **Honolua Bay Farm**: Technical lead for off-grid construction
- **Kahului Jodo Mission**: Community introduction

Technical Areas

- Solar panel design & installation
- Battery system optimization
- Satellite communication (Starlink)
- Off-grid living infrastructure

Before We Start

Thank you for reading this far. If you're still hesitating, here are some things I often hear.

"I'm worried about how much it might cost..." The first 30 minutes are free. After that, you only pay when we achieve results—so feel free to reach out.

"I'm not very tech-savvy..." I don't use jargon. If something's unclear, ask me as many times as you need.

"You seem busy..." I try to reply within 24 hours. Time zones aren't a problem.

Often, once you take that first step, it becomes "I'm glad I asked."

"Is my problem too small to ask about..." Smaller problems are often easier to solve. I genuinely welcome them.

"I'm not sure I'm at a level worth your time..." Whatever level you're at, we can start from where you are.

If you're struggling, that's reason enough.

"I'm afraid of getting a hard sell..." If it's not a fit, just say no. That won't end our relationship.

"Will it just be sales talk..." I start by listening, not selling.

Here, we go at your pace.

"With your big consulting background, won't you talk down to me..." I care more about the person in front of me than titles. My approach is to think alongside you.

"I'm worried an expert will make me feel stupid..." I don't say things like "you don't know that?"

Let's talk as equals.

Fees

- **Business Support**: Results-based. First 30 minutes free.
- **Soul Carrier Support**: Always welcome. See the proposal for details.

Contact

Takuya Sato

- Email: business@satotakuya.jp
- Book: calendly.com/pearlmemorial
- Pearl Memorial / Soul Carrier: About Our Work
- Web: satotakuya.jp
- Books: zenn.dev/takuya_sato
- Wise: wise.com/pay/me/satot67

Technology is a means. What matters is seeing the person in front of you.