

# 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 in Maui, I continue working on [Pearl Memorial](#) and [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?

Career Summary

**27 years in technology** (since age 15), creating value by crossing 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)  |

Expertise

| Category                      | Experience |
|-------------------------------|------------|
| System Development (Web/Open) | 10+ years  |
| Project Manager               | 10+ years  |
| CIO/CTO                       | 10+ years  |
| Data Analyst/Scientist        | 10+ years  |
| IT Consultant                 | 3+ years   |
| Business/Strategy Consultant  | 5+ years   |
| CEO/COO                       | 3+ years   |

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 G&I Senior Specialist Lead

DX strategy for global mega-banks and financial ecosystems.

| 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**
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## **Technical Advisory Experience**

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

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### **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.

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### **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.

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### **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.

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### **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.

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**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.

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**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](https://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   |

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**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](https://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                        |

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## 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

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## 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."

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**"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.

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**"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.

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**"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.

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## Contact

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  - Soul Carrier: [Proposal PDF](#)
  - Web: [satotakuya.jp](https://satotakuya.jp)
  - Books: [zenn.dev/takuya\\_sato](https://zenn.dev/takuya_sato)
  - Wise: [wise.com/pay/me/satot67](https://wise.com/pay/me/satot67)
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*Technology is a means. What matters is seeing the person in front of you.*