

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.

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.

Common Concerns

| Worry | Reality |
|--------------------------------|---|
| "I'm worried about costs" | First 30 minutes are free. After that, pay only when we achieve results |
| "I'm not tech-savvy..." | I speak without jargon. Ask me anything, as many times as you need |
| "Are you too busy to respond?" | I reply within 24 hours, even across time zones |

Not knowing can feel unsettling. But once you reach out, it becomes "I'm glad I asked."

| Worry | Reality |
|---|---|
| "Is my problem too small to ask about?" | Smaller problems are easier to solve. I welcome them |
| "Am I at a level worth your time?" | Whatever level you're at, we start from where you are |

You might be thinking "someone like me..." But if you're struggling, that's reason enough.

| Worry | Reality |
|------------------------------|---|
| "Will I get a hard sell?" | If it's not a fit, just say no. That won't end our relationship |
| "Will it be all sales talk?" | I listen first, before anything else |

You may have had bad experiences before. Here, we go at your pace.

| Worry | Reality |
|---|--|
| "Big consulting background—will you talk down to me?" | Titles don't matter. I'm here to think alongside you |
| "Will an expert make me feel stupid?" | There's no "you don't know that?" here |

If you've been looked down on before, all the more reason. Let's talk as equals.

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

- Management & technical advisor for multiple companies (hands-on)
- Vietnam CEO experience
- **World Blockchain Forum Asia Singapore 2019** Top 10 Project Leader

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
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Contact

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