

# 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

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## 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.

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## Before We Start

**"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."

**"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.

**"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.

**"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](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

## 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

## 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

## Contact

### Takuya Sato

- Email: [business@satotakuya.jp](mailto:business@satotakuya.jp)
- 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.*