

STANLEY NAOKI KİYABU

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OBJECTIVE

A challenging position in an organization where I can develop sales strategies and lead a group to a profitable result by utilizing my international business experience.

PROFESSIONAL EXPERIENCE

MIHAMA CORPORATION, Tokyo

1990- Present

Cross-Business Unit Manager

- Responsible for overseeing all import-export transactions and auditing if they are according to company compliance regulation.
- Liaise with Ministry of Economy, Trade & Industry to foresee that the company's import-export compliance program complies with Japanese Foreign Exchange and Foreign Trade Act and Export Control Order and revised as necessary when amendments are passed.
- Appointed Project Leader to conduct preliminary research to establish a subsidiary in Indonesia.

Singapore Branch General Manager

- Responsible for US\$ 2 million of sales and \$ 150,000 profit. Primary force to establish the Branch through recognizing the need to set up a sales organization in the region.
- Developed long- and mid-term regional sales strategies.
- Implemented accounting system to integrate the Branch and Tokyo offices.
- Recruited local managers and administrators.
- Negotiated the successful appointment of a distributorship from an American oil company.
- Managed annual and day-to-day activities in both English and Japanese.

International Business Team Leader

- Responsible for \$ 28 million of sales and \$ 1.1 million in profit.
- Produced fiscal sales strategy, managed four sales staffs and several administrative workers, and developed and refined import-export system within the company.
- Assisted in developing export compliance program in line with the Japanese government's policy.
- Cultivated pharmaceutical business based on patent development and led the company to a high-profit business.
- Created the contract and negotiated a distributorship in Korea for industrial products.
- Performed as a central figure to establish a subsidiary in the United States.
- Designed high-pressure container product overcoming indigenous and foreign regulations that became a strategic product for the company.
- Commenced English conversation program to improve employees' assimilation into global business environment.

MITSUBISHI INTERNATIONAL CORPORATION

Forest Products Division, Headquarters, New York

1988-1990

Marketing Manager

- Managed team working with specialty paper products from Japan covering the East Coast.
- Responsible for \$ 3 million in sales and managed and maintained over 40 clients.

General Merchandise Division, Los Angeles Branch

1985-1988

Marketing Manager

- Entry level position in sales responsible for sales of industrial and port products and miscellaneous merchandises.
- Established waste paper business in the Branch.
- Became the liaison between the Japanese parent company and the Branch.

EDUCATION

UNIVERSITY OF SOUTHERN CALIFORNIA

1982-1985

Master of Arts, International Relations

Emphasis on international political economy. Course works included Politics of World Economy, Politics of International Monetary and Trade Relations and Transnational Enterprises and World Economy.

UNIVERSITY OF SOUTHERN CALIFORNIA

1978-1982

Bachelor of Arts, International Relations

Honors: Cum laude; Phi Sigma Alpha (Political Science Honor Society); Alpha Mu Gamma (Foreign Language Honor Society) and Dean's Honor List, five semesters.

PERSONAL

U.S. citizen by birth. Born and raised in Tokyo and attended American schools until college.

REFERENCES

References are available on request.