

<http://www.cermaq.com/wps/wcm/connect/cermaqen/home/investor/Share/The+norwegian+state>

**April 2003 – April 2005**

**Atrium Biotech (Quebec)**

***Japan Country Manager***

Represent the Firm in Japan in the drug development and research pipeline with Kyoto University. Oversee drug research projects. Assist with local regulatory hurdles at MHLW. Phase III clinical trials using porcine/bovine stem cells for a one-year study.

<http://atrium-innovations.com/>

**April 2001 – April 2003**

**Organics Canada / Itochu**

***Trading House***

***Country Manager***

Worked with Itochu and Canadian Organics Industry Association to promote organic farms and industry in Japan. Acted as local representative for Canadian firms during sales contracts negotiations. Assisted with local import and regulatory requirements, as well as filings for achieve JAS Organic Certification. During tenure, sales went from \$0 to \$3M in the first year.

<http://www.itochu.co.jp/ja/>

**September 1989 – October 2001**

**NSS Inc. Japan**

***Sales & Marketing Associate***

Responsible for the sales and marketing of products imported from the USA, Canada and Europe. Helped negotiate contracts, ensured export compliance and assisted with any problems on the client-side. Responsible for identifying raw ingredient suppliers and ensuring Japan import compliance needs.

Helped develop new products pipeline with concentration on creating synergy in products geared towards the women's health market.

<http://www.iwabuchi-net.co.jp/>

## **LANGUAGES**

English (Native), Japanese (Interpreter level), Russian, German, Slovak (Conversational), French (Conversational),

- Budgeting, forecasting and reporting to Executive management
- Experience managing Web-stores, IT Development, Customer Support teams
- Working knowledge of MS Office suite, MS Project, Visio, Basecamp

*References Available Upon Request*