

RESUME

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Name : **Yasuo OHARA** (Mr.) age 51 (March 28, 1963)

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Career Objective:

- A position as Country/General Manager/Project Director/Manager to obtain a challenging position in a global company where my skills and experience can be effectively utilized.

Summary of Qualifications:

- 14 years of dynamic experience in the Information Communication Technology area as Project Manager/Director, delivery/service Sr. Manager, Sales Director, Regional Manager, Country Head of Business Line and VP APAC.
- Highly skilled in leadership and management with proven sales results in Nortel/Cisco among of Enterprises, Public and Telecom Carrier businesses and built partner business for Telecom operators and Service Providers. In Nortel for 7 years, dealt in Optical DWDM, Metro Ethernet, L4-7 SW, Router, Wireless Mesh system. In the last 5 years, engaged mobile business especially Small cell (Femto) in Ubiquisys and Cisco, packet core 3G/LTE and PDIF in Starent and Cisco. In addition, organized/business developed of packet core and NEC's small cell (eNB) for VZW in Cisco.
- High ability in proposing industry control system and network system included mobile technology.
- Wide range of solution Sales Skill in Industrial Technology and Information Technology.
- Have a Challenging Sprit, Positive/Proactive mind and Limitless Passion.
- Understanding the operation of both large and small global companies with experience of the head.
- 14 years of dynamic experience in worldwide Industry areas through Engineering & Construction company - oil, gas, power plant, factory automation, food, automotive, transportation and theme park -as Engineering Manager and Project Manager.

Experience Highlights:

- Sales and Project Leader
 - Approaching and Communicating with Executives(Strategic Account Planning Approach)
 - Start-up of the new division with hiring and team building in Adecco and Starent 2007-2010.
 - Received Asia Pacific President Award as Sales Director in Nortel 2007 and President Award as Project Manager in Chiyoda 1994.
 - Selected 2 times Circle of Excellence Sales Award in Nortel 2004-2005.
 - Received Asia pacific Star Award as Project Manager for Optical Network in Nortel 2003.
 - Selected Leadership Edge in Nortel 2001
 - Contribution to a monthly magazine "Keiso" as Texas Instrument's Distributed Control System for Refuse Incinerator Plant) 1994.

- People Management
 - Accuracy of pipeline management, P/L management and positive coaching for team member.
 - Communication Skill in Global companies (Coaching, Collaboration in a global cross function)
 - Management of huge project more than 100 people including vendors and 6 direct reports (more than 40 members) in sales division.
 - Building new team in start-up business line and Venture Company with playing manager stile.
 - Development of Partner business to sell through / sell with.
 - Good knowledge and experienced Construction/Engineering in industry market and Optical Network/Mobile Packet Core/Small Cell in Telecom market.
 - Excellent Team work and Well-experienced Leadership.
 - Successfully promoted and completed the contract towards important executive customers as a leader of large scale projects
- Strong Field
 - A large-scale Infrastructure Communication Technology based project (Global Development / Cross Industry)
 - Business Selling covered Network and Industrial control system.

Work Experience

- 2013.6-Present **Cisco Systems:** Senior Manager, [Global Mobility Small Cell]
 Acquisition by Cisco then moved to Cisco. Lead Mobility Small Cell Delivery/Service team including partners in APAC to support New Feature delivery with system testing, Trial support, Technical Support of commercial and Project management.
- 2012.8-2013.5 **Ubiquisys:** Vice President Operation APAC, Small Cell(Femto) for 3G/LTE is focused technology in Ubiquisys and lead Program Delivery team including project management, system test and customer support for mobile operators in APAC and cover HR role in Japan. 10 employees in Japan office and over 150 in worldwide, UK base company.
- 2011.4- 2012.7 **Cisco Systems:** Regional Manager, [SP Architecture APAC Mobility]
 Lead Mobility team to support High Touch and Partner Sales to expand Mobile Business (MPC/EPC, Small Cell (WiFi/Femto)) in Cisco. Major mobile operators and MVNO are our target customers. \$10M achieved with team in FY11 and got New Customer. Number of people management is 5 direct.
- 2010.5- 2011.3 **Cisco Systems:** Business Development Mgr, [MITG sales]
 Starent organization moved to MITG [Mobile Internet Technology Group] and led this ex-Starent team in Cisco. In addition, worked for the closing of Starent Japan.

- 2008.8- 2010.4 **Starent Networks: Senior Program Director**
 Venture of Mobile Packet Core and managed Japan organization with president for reorganization of Japan office included recruiting and worked project manager for mobile networks of KDDI, as Starent was changing from venture. Finally, 20 employees in Japan office and over 1,000 in worldwide. Cisco made acquisition in May 2010.
- 2007.7- 2008.7 **Adecco: Country Head of Business Line Engineering and Technical**
 New Business launched in worldwide and opened new offices at Tokyo x4, Nagoya, Kyoto and Osaka x2, and also built the offshore embedded business with Romanian company. Though my division achieved the target, this business line was shut down for Lehman's issue. Worked to transfer other team for my team member and resigned Adecco.
- 2006.9 - 2007.6 **Nortel: Director [Enterprises and Channels Sales]**
 Led/Managed a group of partner channels sales organization having 6 line managers DT, MKT, SE, BD who have each 3-8 staffs (more than 40 members) and had responsibility of target revenue and P/L etc. and spared the time for customer support as well. In addition, had duty of APAC's / NA leadership team meeting and reporting and received Asia Pacific President Award. My team achieved US\$30/Year
- 2005.1- 2006.8 **Nortel: Senior Manager [Enterprises and Channels Sales]**
 Led/Managed a group of Enterprises and Channels sales organization and received Circle of Excellence Sales Award. My team achieved US\$30/Year for carrier.
- 2003.12 - 2004.12 **Nortel: Senior Manager [Carrier Channel Readiness/Sales]**
 This readiness team was organized under President, as Nortel changed the business model from direct to partner business for carrier business. My responsibilities were development the right partners, contracting, arrangement and adjustment between the customer and the partner with my team, and booking of the year. Received Circle of Excellence Sales Award. My team achieved US\$70/Year for carrier.
- 2001.11 - 2003.11 **Nortel: Senior Manager [PM and I&C / Global Operations]**
 Led/Managed a group of Project Management and Installation and Commissioning teams having 10 direct reports and received Asia pacific Star Award.
- 2000.10 - 2001.10 **Nortel: Project Manager**
 KDDI WDM (Wavelength Division Multiplex) project was 1st deal of Nortel Japan and led this project with global cross function. Through phase 1 to 5, got reliability from customer and kept continuing business and was selected Leadership Edge.
- 1997.7 - 2000.6 **Chiyoda: Engineering Manager/Project Manager [Tokyo Disney Sea Ride Attractions]**
 Huge project and more than 100 people included vendors worked under me same time.

Main attractions were first experience in all over the world and it was very hard to find the technology to be incarnated of the imagination based on story of scenario. Showed the leadership and introduced our project team to risk assessment for finding the problem and solving at the early stage, such as NASA's methodology with FAE/FMEA/PBC for design review. Moreover, set up the communication system to apply the common property our mutual teams. And also, had so many communications with customer and vendors for smoothly operation.

1995.4- 1997.6 **Chiyoda**: **Construction Manager** [Automated People Mover for New Hong Kong Airport]

Set up the field office in Hong Kong and selected the subcontractor in China before started this construction. Led/managed this project and achieved the schedule and budget. Main duty was Communication System and Power System for train of People Mover.

1994.10 - 1995.3 **Chiyoda**: **Engineering Manager**

[Supporting System of Strategy & Production Planning for Food Factory]

Improvement of the old factory using new Network System with Bar Code System and Data Base which supported ordering, manufacturing, delivering and reporting in just time for business decision.

1990.1 - 1994.9 **Chiyoda**: **Chef Control Engineer** [Refuse Incineration Plant in Taipei; 375 tons x4]

Designed the Control System and Developed Software of Distributed Control System, Programmable Controller and Backup Systems and received President Award.

1986. 4- 1989.12 **Chiyoda**: **Control Engineer**

[Automotive][Semiconductor][Chemical Plant][LNG][Fuel Gas Desulfurization Plant]

Education:

- 1982-1986 Osaka Institute of Technology : B.S. Engineering, Electronics,
- 1997-1998 GLOBIS MANAGEMENT School
Marketing, Management Accounting, Corporate Finance, Human Resource Management, Corporate Strategy, Organizational Behavior, Problem Solving, Negotiation, Technology Powered Leadership,
- 2001 Richard IVEY School (The University of Western Ontario)
MBA special program

Qualification:

- 1986 March, license of high school teacher
- 1992 June, Class II Information Technology Engineer
- 2001 July, #265774; PMI (Project Management Institute)
- 2002 August, Project Management (Austrian College)

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