Brian Matthew Uhl

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PERSONAL SUMMARY:

Citizenship: German, Canadian (Slovakia – trvaly pobyt)

Japan – Permanent Residency (residing in Japan for 23 years).

Degree: Brock University, Canada. Honors B.A./B.S.

EXPERIENCE:

March 2005 – *current* ChemChina Petrochemical Corp *Country Representative* (on-demand contract)

Act as Japan Country Manager for approved importers of Carotenoids, Food Colorants, and cosmetic raw materials. (8 importers). Work with corporate office to localize and place local advertising in print media. Provide Japan regulatory support for the MHLW and Japan Customs. Manage order flow and work with the approved importers to increase Japan sales. From 2005 to present day, sales increased from \$4M to \$10M per year.

Develop and put together an annual one-day seminar in Tokyo (8 years running). Identify speakers, translators, and location and ensure participation from local importers and customers.

http://petro.chemchina.com/yougien/

May 2005 - July 2013 Country Representative

Cermaq ASA/EWOS (Norway)

Act as Japan Country Representative for the aqua culture-specialized manufacturer of feed and vaccines. Identify local wholesalers, negotiate contracts, and monitor the logistics and import process. Provide local regulatory support with the MHLW and Japan Customs. Investigated, reported and compensation for feed/ingredient claims.

Monitor growth rates and vaccination schedules at client farms. Work with corporate labs to adjust dietary ingredients based on local factors. Specialized in Yellowtail and Red Sea bream. (Shikoku/Kyushu).

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 Trading House Country Manager

Organics Canada / Itochu

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