**TOMOKAZU HORIUCHI**

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**➢ OBJECTIVE**

GM position in a fast-growing, international company where my track record in excellent managing and high tech sales, technical background and strong customer service skill will be of value.

After graduating from University, I joined Burndy (FCI) - the Furukawa Electric Co., Ltd. and Sumitomo Electric Industries, Ltd. U.S. Burndy (FCI) three companies joint venture with sales. Later engaged in MKT. Became a pillar business of acquisition (U.S.$45M), the new customers I could develop with HM (components for high bit rate digital systems) series are NEC / Hitachi and Fujitsu as the main success in selling the new product, especially in sales of imported products for communication and share Japan 80% market share. On the other hand, the company gave me important mission to develop automotive markets in Japan as pioneer. After that, including Toyota and Nissan all car manufacturers and business established (from zero revenue achieved U.S.$39M in 3 years), finally I could developed VW/GM/Ford etc…. I founded FCI Automotive Co. in Japan, and I took GM position of FCI Automotive Asia at the same time. During GM position, I succeeded in developing Korea automotive market, and founded FCI Korea Automotive including new factory and Design Center for cost reduction. Kyocera, played a newcomers as MKT as entry into the automobile business. 　ITT Cannon offers medical / automotive / industrial equipment for the introduction of new products and launching from U.S. $31M to $42M sales achieved. In 2009 I became CEO of Pentair Japan (Schroff Japan). I accomplished the goal from the deficit run lasted for 8 years, into a continuous growth now.

**➢** **WORK EXPERIENCE**

**2009-Present GM position**

**Schroff Japan(Pentair Equipment Protection Gr.)**

**General Manager**

\* I manage 15 staff, total number of employees is 91

\*Reported to APAC VP

\* Making budget and strategies for sales and private brand

\* Managing import/export products from affiliates and Asian suppliers

\* Develop new customers with new products in collaboration with PTP-China

\* Reinforced sales team and C/S, and sales administration, reconstruct sales

Network

\* Introduced affiliates’ products to Japan, and new markets with new products

\* cut the 20% cost after Lehman Shock

*The slump finally forced the company’s management in*

*2009 to launch a major restructuring that involves parting down its overhand*

*and revamping its marketing philosophy*

\*Keeping 20 sales growth from 2009 in spite of the fact

that we launched the restructuring

**2005-2009** **ITT Japan**

**Sales and marketing director, a member of the board meeting of the corporation**

-managed 7, total number of employees was 85

\* Reported to EU/Asia VP

\* Marketing budget and strategies for sales and private brand

\* Managing import/export products from affiliates and Asian suppliers

\* Performed cost and pricing analysis for market and customers

\* Provided sales and technical training

\* Participated in domestic and overseas trade shows

\* Reinforced sales team –C/S, and sales administration

\* Controlled Japan Local distributors for developing market

\* Develop new sales channels and new customers, and increased sales

from $28Million to $38Million

**2001-2005** **Kyocera Co.,**

**Marketing Director**

-managed 12 staff, total number of employees 71,000

\* Managing all aspects of business relationships between the company and

50key accounts

\* Establish a strong business presence within our customer base

\* Develop new products for automotive market as project leader (from $0 to

$15Million)

\* Contribution to excellent operation margin by pricing strategies

**1985-2001 FCI Group**

**1996-2001**

**GSM/GM, FCI Japan Automotive**

-managed 21, total number of employees was 290

\* Built up automotive unit in Japan as a pioneer

\* Develop Japan automotive customers

\* Develop and introduce airbag sensor application to Japan major makers

\* Develop Japan original airbag unit with sensor & components, and export

them to VW and GM etc…

\* Set up Korea FCI automotive, started production for automotive products

**1992-1996**

◆**Import Director,**

**FCI Japan Electronics**

Managed under me 5, employee 500

\* Develop Korean automotive market as a pioneer at FCI Automotive

\* Supports affiliates’ products sales in Japan, and sales supports

\* Develop new telecom market for high speed connectors

\* Lead imports business to success with excellent pricing strategies

and negotiations

**1988-1992**

**Manager**

Manager under me 2

\* In charge of NEC/HITACHI as account manager, and succeeded in sales

development from $11Million to $38Million.

\* Develop new products, and investments were born by customers

as customer made ones

**1980-1988**

◆**Sales staff, (Industrial market, Telecom)**

\* Develop high density connectors, and high pin counts products

\* Sales to many major Japanese multinational customers, Sony

/Toshiba/Fanuc/MHI

\* Yearly growth was more than 15%

\* In charge of industrial market as sales staff

\* Dedicated to develop new customers

Won the Account Executive of the Year Award, totally three times during sale

Staff

**➢** **EDUCATION**

**1980**

**Seikei University**

Law department