

# HORIUCHI Shusei

Software Engineer /  
Business Development

## PROFILE

Accomplished Business Development Director and Software Engineer with strong technical expertise, especially in the cutting-edge blockchain field. Plans growth strategy and executes operationally. Communicates technically across borders and establishes strategic alliances. Skilled at analyzing data and deriving insights.

## SKILLS

- **Language** - Python(2+ yrs), TypeScript(2+ yrs), Swift(2+ yrs), Move(1+ yrs), Sui-Move(1+ yrs), Solidity(1+ yrs)
- **Web3** - Aptos, Sui, @mysten.js, web3.js
- **Web** - React, Next.js, SolidJS, TailwindCSS
- **Data Analysis** - pandas, numpy, matplotlib
- **Machine Learning** - scikit-learn
- **CI/Container** - Docker
- **Deployment/Hosting** - Vercel
- **DB** - Redis, SQLite
- **DevEnv** - Git, Deno, zsh, bash, vim, vscode
- **Communication** - Japanese(Native), English(Business)

## LANGUAGES

- **Japanese** - Native
- **English** - Business

## HACKATHON

- web3 Global Hackathon 2023AW Mazda Prize Winner(12/2023)
- Mercoin Hackathon 2023 Winner
- BLOCKCHAIN HACKATHON for students 2023 Winner (12/2023)
- HR3 HACKATHON Winner (08/2023)
- WebX Move Hackathon Winner (07/2023)
- Sui Kyoto Winner (06/2023)
- Connex Builders Bootcamp in Tokyo Winner (04/2023)
- Aptos Seoul Hack DeFi Track 3rd Prize (02/2023)
- Nethergate Hackathon Winner(11/2022)

## EDUCATION

**Bachelor — Kyoto University, Economics and Business, Kyoto Japan**  
Apr. 2020 - Present



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## EXPERIENCE

**Umi Protocol — COO/Web3 Dev, Tokyo Japan**

08/2022 - Present

### Outline

We run DEX aggregator on Aptos and Sui.

- As the Head of Business Development, I am planning growth strategies for the product, and establishing alliances with various projects.
- As the core developer, I am implementing the necessary features for the product.
- I am analyzing transaction data and devising strategic initiatives based on the findings.

### Key Milestones / Projects

- Prize at Nethergate (11/2022)
- Accepted Microsoft for Startups (11/2022)
- The 3rd prize at Aptos Seoul Hack (02/2023)
- Winner of Connex Builders Bootcamp in Tokyo (04/2023)
- Winner of Crypto Arena, B Dash Crypto in Sapporo (05/2023)
- Winner of Sui Kyoto(06/2023)
- Hosted a Sui Move workshop at Sui Kyoto(06/2023)
- Prize at WebX Move Hackathon(07/2023)
- Hosted a Sui Move workshop at Sui Kyoto(07/2023)
- Prize at HR3 Hackathon(08/2023)
- Hosted Sui Meetup in Tokyo(10/2023)
- Integrated 14+ DEXs, built partnership with 30+ projects, achieved 20k MAU (present)

**Standom — Co-Founder/Web3 Dev, Tokyo Japan**

05/2022 - 12/ 2022

### Outline

We developed a community platform for creators to issue their own tokens.

- As the Product Designer, I developed an overall vision and strategy and incorporated it into tokenomics and other specific designs.
- As the core software developer, I implemented the required functions.

### Key Milestones / Projects

- Presented showcase at Polygon Hackathon in Tokyo (07/2022)
- Accepted "Web3 Startups", the blockchain acceleration program of Gumi and doublejump.tokyo (11/2022)

**Synschismo — Business Development, Tokyo**

07/2022 - 11/2022

### Outline

We run NFT rental protocol.

- As the business development, I assumed responsibilities in expanding overseas market.

## **TRaiN — Co-Founder/Software Engineer, Kyoto**

07/2021 - 05/2022

### *Outline*

We developed a travel recommendation engine based on individual personalities.

- As the core front-end developer, I developed an iOS application.
- As the data analyst, I retrieved, processed, and analyzed data from the web

## **Future'l'Mark Inc. — Business Development, Kyoto**

06/2021 - 11/2021

### *Outline*

- As the business development manager, I managed the corporate sales team and achieved to grow the organization from 5 to 50+ members