**Taro Yamada**

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**OBJECTIVE**

To obtain a position in Sales/Marketing in a well-established advertising company where my experience, creativity, organizational skills and work ethic will be an asset. Also a leadership position where I can develop and implement new projects and acquire valuable skills for future career development.

**WORK EXPERIENCE**

**ABC Sales Company Co., Ltd., Tokyo, Japan Jan.2009 -** **Present**

**Sales Manager**

* Sales of high-tech components achieving 40% over sales quota, accounting for approximately JP Yen 1.4 million in sales turnover.
* Successfully got exclusive contracts with over 40 new customers through aggressive sales techniques and strategic marketing activities.
* Awarded company annual achievement prize 4 times (2010, 2012, 2013, 2014).
* Ranked as No.1 Sales Manager two years in a row (2013, 2014) out of total 14 sales managers for exceeding quota.

**ABC Marketing Co., Ltd., Tokyo, Japan Aug.2000 - Dec.2008**

**Marketing Manager**

* Responsible for all aspects of corporate marketing, researching and planning campaigns, including the actual development of the marketing team.
* Conducted market research and marketing in Korea, China and Japan.
* Developed an effective strategical sales plan to market new products.
* Managed marketing budget of 1.0 billion yen.
* Supervised a team of 18 marketing professionals.

**ABC Corporation Co., Ltd., Tokyo, Japan Apr.1996 - Jul.2000**

**HR Manager**

* Developed global HR policy and system for all group companies worldwide.
* Motivated the staff members by setting personal goals in accordance with organizational goals and by giving effective feedback
* Evaluated instructors’ performance and the effectiveness of training programs by providing recommendations for improvement.
* Management of 9 members in the HR team

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**EDUCATION**

**Tokyo University, Japan Apr.1994 - Mar.1996**

Master of Business Administration

**Tokyo University, Japan Apr.1990 - Mar.1994**

**B.A.** Marketing with a major in Advertising

**ADDITIONAL INFORMATION**

**QUALIFICATIONS**

* Career Counselor (Global Career Development Facilitator in Japan)
* USCPA (May 2012)

**LANGUAGES**

Japanese (Native Level)

English (Fluent Level) TOEIC score 925 (2014)

Mandarin (Conversational Level)