

Akira Akemi

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TOOLS FOR TRANSITION SAMPLE RESUME

Qualifications for Confidential Company Automotive OEM Account Manager

Personal Information

Age : 40 years old
Date of Birth : January 18, 1987
Nationality : Japanese
Languages: : Fluent English and Japanese
Marital Status : Married, two daughters
Hobbies and Interests : Reading, Music, Art
Personalities : Self-Motivated, Interpersonal Skills, Positive Thinking, Diligent, Responsible

Professional Background

Confidential Company, Bangkok, Thailand 2010 – 2015
Global coating, plastics, and metal manufacturer

Business Manager – South East Asia and India, 2012 – 2015

Created new business segment and handled full operations management in Thailand, Malaysia, Singapore, Indonesia, Vietnam, and Japan.

- ✓ Established new business with confidential automotive clients. Sold decorative coating, anti-corrosion coating, and high performance coating.
- ✓ Extrusion segment became 2nd largest segment in South East Asia region for the company.
- ✓ Won “Best Market Segment Performance,” 2015; “Most Improved Market Segment Performance,” 2012.
- Managed full P&L.
- Developed long-term relationships with Automotive OEM and Motorcycle OEM.
- Built cross-functional teams in each country in South East Asia.
- Created long-term and short-term product development plans.
- Managed new investment.
- Promoted color show for OEM.

Sales Manager – Key accounts, South East Asia and India, 2010 – 2012

Recruited to expand sales to Japanese customers. It had zero sales in 2010 for Japanese clients, but increased to more than 60% of company’s revenue in 2012. Handled new business and new product development. Approved work with Japanese OEM, especially for technical sales.

- ✓ Established new business with confidential consumer electronics companies.
 - ✓ Developed new products for plastic, aluminum, and other metal parts.
 - ✓ Won “Best Support to Sales Performance,” 2012; “Technical Recognition Award,” 2010.
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Confidential Company, Bangkok, Thailand 2002 – 2008
Overseas office of an independent think tank and consulting firm specialized in international development

Managing Director

Conducted feasibility study about confidential company and power generation project in Thailand. Served as business consultant for franchises.

- Researched and analyzed confidential farming company in Thailand.
- Conducted joint research with confidential university.
- Created business plan for investors.

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Confidential Corporation, Tokyo, Japan

1999 – 2002

Member of a conglomerate of companies within container shipping industry

Assistant Manager, 2000 – 2002

Managed sales team and new business development for Japan/USA /Canada trade, which was the largest trade export from Japan.

- ✓ Hit No.1 share in this trade for the first time in company history.
- ✓ Established new business with confidential automotive and tire companies.

Sales Representative, 1999 – 2000

Recruited for sales for Japan/USA/Canada import trade. Managed day-to-day sales and new business development.

- ✓ Opened first business with food manufacturing companies. .
- ✓ Hit No.1 share in malt trade from USA to Japan.

Profile

Education

Confidential University

- Bachelor of Marine Physics

International Business Experience

Japan, Thailand, Malaysia, Singapore, Vietnam, Philippines, Indonesia, Cambodia, Laos, India, China, Taiwan, Bangladesh, Italy

Professional Training

Finance coursework for non-finance managers

Leadership training throughout career

Conferences

Asia Pacific global business conference (quarterly)

