TARO YAMADA
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**OBJECTIVE: SALES MANAGER**
Software/Information Technology/Communications

**SUMMARY**

* 7 years of experience in selling software, communication and networking solutions to large corporations with track record in.
* Doubling regional sales and meeting and exceeding personal and team sales goals.
* Recruiting, training and developing top-producing sales teams, including sales engineers.
* Convincing senior-level management of how a solution would help the organization meet its strategic goals.
* New product launches and sales system improvements that produce results.
* BS in Information Technology
* Excellent public-speaking and presentation skills; outstanding communication and interpersonal skills.
* An enthusiastic personality with a positive attitude and aggressive sales skills; available to travel

**WORK EXPERIENCE**

XXX Corporation-A ¥40-billion global information and communication company that develops and manufactures electrical and electronic systems. 1997 to present

**Regional Sales Manager, Tokyo** March 2000　 to present
Manage a regional sales force of 10 in sales network management products and services in the Kansai area.

* Doubled regional sales from ¥6 billion to ¥12 billion in less than 3 years.
* Personally accounted for over 30% of regional sales.
* Launched several new products that generated record sales.
* Restructured regional sales organization and implemented new sales training programs.
* Shifted emphasis to more direct selling without jeopardizing reseller programs.
* Developed a real-time sales reporting system to achieve prompt action on new opportunities and sales activities.

**Account Executive, Tokyo** April 1997- Feb 2000
Sold network-management products and services to large corporations in the Kansai area.

* Exceeded a ¥500 million quota and awarded top sales awards for 3 consecutive years.
* Closed multi-year OEM contracts worth more than ¥200 million.
* Fromed business partnership with large corporations, including Matsushita, Sharp and Sanyo.
* Introduced new products to existing customers and increased sales per account by 25%
* Recommended modifications of sales-operation guidelines and pricing practices, resulting in higher closing rates.

Best Solution Company, Hiroshima
**Sales Representative** April 1996- March 1997
Sold browser-based software to large corporations.

* Closed ¥150-million in licensing agreements.
* Worked with the implementation team to develop client-specific proposals.

**EDUCATION**

Best University, Hiroshima
BS in Information Technology, 1996