

# Taro Yamada

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## OBJECTIVE(希望職種)

To obtain a challenging position in the retail and wholesale sector where my extensive experience can be utilized.

## SUMMARY(職歴やスキルの要約)

- 6 years of experience in developing distribution channels to sell imported furniture.
- 3 years of marketing and planning experience in a major office furniture manufacturer.
- Sales expertise to engage customers including major online shops.

## WORK EXPERIENCE(職歴)

### JAPAN FURNITURE INK., Tokyo

July 2010-present

- **Section Chief, Imported Products Sales Division** (November 2015- present)
  - **Group Leader, Imported Products Sales Division** (April 2012- October 2015)
  - **Marketing Research Division** (July 2010- March 2012)
- Developing new distribution channels for higher cost performance; Responsible for producing monthly/yearly sales forecasts.

Achievements:

- Achieved  $\triangle\triangle\triangle$  million yen against 2015 Target of  $\square\square\square$  million yen (Achieved  $\times\times\times\%$ )
- Achieved  $\triangle\triangle\triangle$  million yen against 2014 Target of  $\square\square\square$  million yen (Achieved  $\times\times\times\%$ )
- Achieved  $\triangle\triangle\triangle$  million yen against 2013 Target of  $\square\square\square$  million yen (Achieved  $\times\times\times\%$ )

### NIPPON OFFICE SUPPLY LTD., Tokyo

April 2005- June 2010

- **Product Planner, Products Planning Division** (October 2007- June 2010)
  - **Researcher, Marketing Research Division** (April 2005- September 2007)
- Conducted several marketing research projects utilizing multivariable analysis knowledge. Successfully planned some office furniture as a product planner.

Achievements:

- Achieved  $\triangle\triangle\triangle$  million yen against 2010 Target of  $\square\square\square$  million yen (Achieved  $\times\times\times\%$ )
- Achieved  $\triangle\triangle\triangle$  million yen against 2009 Target of  $\square\square\square$  million yen (Achieved  $\times\times\times\%$ )

## EDUCATION(学歴)

bachelor of Sociology, TOKYO UNIVERSITY, Tokyo (2005)

## QUALIFICATIONS/SPECIAL SKILLS(資格やスキル)

- TOEIC 800 (2020)

## ADDITIONAL INFORMATION(その他の特記事項)

- Participated in the 2011 East Japan great earthquake volunteer.