
Personal details:

Name:	TMC Taro	DOB:	12/15/1982 (28)
Address:	Tokyo-to, Shibuya-ku, Shibuya 1-2-3		
Gender:	Male	Nationality:	Japanese
English:	Advanced	TOEIC:	850 (2009)

Education:

Tokyo Institute of technology	BSc Computer Science	2004
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Technical skills:

Platforms:	Windows OS, Linux, UNIX Solaris, Windows Server, AIX, HP UX
Languages:	C, SQL, Visual Basic
Web Languages:	Perl, HTML
Applications:	Oracle, Websphere, Apache, Weblogic
RDBMS:	Oracle, DB2, SQL Server

Summary:

- Bilingual Japanese Systems engineer with a proven track record in Pre-sales support, and solution consulting on enterprise software solutions with customers in Pharmaceutical and Retail industries.
- Proficient in solutions comprised of Enterprise Management, and Database (Oracle DB, EM Solutions).
- Supported deals with AEON, 7/11, Astellas, Shionogi, Pfizer, Takeda.
- Excellent presentation skills, and technical consulting skills to help close deals and directly contribute to revenue.

Employment History:

Database Vendor Japan K.K.	Senior Pre-Sales Engineer	4/06-Now
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Senior Pre-Sales Engineer, duties and responsibilities include:

6/08-Now: Senior Pre-Sales Engineer

- Performing Pre-sales activities in support of Database and Enterprise Manager products to Pharmaceutical companies Astellas, Pfizer, Takeda, Shionogi.
- Accompanying the sales team to major clients providing system proposals, product demonstrations, technical explanations and write specifications
- Conducting seminars and training sessions for customers both onsite and offsite
- Verification testing of system and system optimization prior to going live
- Approaching existing customers in ERP and other areas for cross sell opportunities

Accomplishments:

- Contributed to doubling revenue growth of Database and EM license. Consistently overachieved personal targets by up to 120%.

Financial year:	Target	Result	Achievement
FY 09:	¥320M	¥352M	110%
FY 08:	¥320M	¥352M	110%

4/06-5/08: Pre-Sales Engineer

- Pre-Sales Engineer, Retail & Media Industry:
- Performing Pre-sales support of Database to Retail customers such as AEON and 7/11 and Media companies such as Yomiuri and Nikkei,
- Accompanying the sales team to major clients providing system proposals, product demonstrations, technical explanations and write specifications
- Conducting seminars and training sessions for customers both onsite and offsite
- Verification testing of system and system optimization

Financial Year	Target	Result	Achievement
FY 07:	¥320M	¥384m	120%
FY 06:	¥200M	¥200m	100%

Japanese System Integrator K.K Systems Engineer 4/04-3/06

Duties and responsibilities:

- Developed DWH system for major domestic insurance company as a member of a 10 person team.
- Defined system requirements and developed basic designs (COBOL, EASY PLUS, JCL, IBM/ RS6000, DB2)
- Developed Web application systems (ASP, Sybase, IIS, VB Script)
- Handled performance tuning, capacity planning for Database (Sybase)

Certifications:

2009 Oracle Master (Gold Oracle 10g Database)
2008 Oracle Master (Platinum Oracle 9i Database)
2007 Oracle Master (Silver Oracle 9i Application Server)
2008 IT Service Management Foundation