

## **NORIO KIMOTO**

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### **SALES MANAGER**

Software/Information Technology/Communications

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- 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

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### **EXPERIENCE**

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

#### **Regional Sales Manager, Osaka** 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, Osaka** 1997-2000

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.
- Formed 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** 1996-1997

Sold browser-based software to large corporations.

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

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**EDUCATION**

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Best University, Hiroshima

BS in Information Technology, 1996