
Anne Yamaguchi

Tools for Transition Sample Resume

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Senior Account Manager ♦ Business Development **Video Game Industry ▪ Transportation ▪ Logistics**

- ✓ **Japanese/American business experience:** Excellent understanding of Japanese business culture. Successful history of building new and existing client network for Japan-based companies with strong United States presence. Experienced traveler, including working trade shows in Japan. Fluent in conversational Japanese. Basic proficiency of written Japanese.
- ✓ **New business development:** Natural ability to cultivate new opportunities with existing clients, identify different potential markets and successfully penetrate to decision-makers at various levels in new companies and new target markets.
- ✓ **Existing client development:** Strong belief in providing responsive customer service as the best way to develop ongoing business opportunities. Previous customers have followed to new companies because they wanted to continue to work with someone they trusted.
- ✓ **Supervisory experience:** Managed up to 5 direct reports in sales positions at various offices. Creative manager who take initiative in helping team meet corporate objectives.
- ✓ **Professional style:** Recognized as a “matchmaker” and effective negotiator. Able to see connections between people and resources for potential business development. Energetic, aggressive, willing to balance multiple priorities. Knows how to benchmark industry competitors and find ways to provide added value for customers. Focuses first on increasing revenue base through business development, then targets cost reductions to achieve profitability.

Professional Background

POINT 2 POINT GLOBAL LOGISTICS, Livermore, CA (company closed) 2003
Global 3rd-party transportation logistics company with approximately \$20 million in annual revenue
Director of International Sales

Accomplishments:

- Implemented the importation of video game hardware from mainland China and Hong Kong which resulted in increased revenue of 25% in 4 months.
- Negotiated RFQ's and succeeded in securing a multi-million dollar oil contract going from China to Baku making P2P a major player in the Caspian region.
- Managed aggressively the Asian-Caspian/European traffic and expanded Point 2 Point's visibility by 50% in the major oil market in a 4-month period.

NISSIN INTERNATIONAL, South San Francisco, CA 2000 to 2003
United States subsidiary of Nissin Corporation of Tokyo, Japan. Provides international transportation and logistics
Global Sales Manager

Hired to increase market share for non-Japanese based customers. Transformed the San Francisco branch into a major player in the Japanese freight forwarding industry.

Accomplishments:

- Negotiated agent agreements in China, Belgium, London and Paris, which were new markets worldwide. This strengthened Nissin's global transportation network, enabling them to increase market share by 35%.

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Professional Experience (continued)

- Increased profits by 20% in existing customer accounts in exports of perishable items to Japan within a one year period by encouraging them to explore other products and markets their competition was not in. Company expanded niche from transporting electronic goods to perishable foods such as cherries from the California Central Valley
- Generated a \$500,000 increase in annual revenues, establishing a niche in the video game industry by offering innovative logistic ideas up and beyond the competition at a significant cost saving to the customer.

HANKYU INTERNATIONAL TRANSPORT (USA), South San Francisco, CA 1992 to 2000
United States subsidiary of Hankyu Express, a Japan-based global leader in the field of international logistics.

Sales and Logistic Manager (1994 to 2000)

Ocean Export Agent (1992 to 1994)

Accomplishments:

- Created and developed the Ocean Export Department to the Pacific Rim into a department with gross revenues over \$250,000 in two years by offering the ocean export service to our existing air export customers and hunting for new customers.
- Slashed domestic transportation costs by 50% annually by negotiating with local, national and international vendors.
- Transformed Hankyu into a top 5 player in Japanese specific 3PL industry by increasing and developing new business in the video game industry with customers such as Lucas Arts. Customers received services they were not aware of in transportation logistics and supply chain management.

Education

University of California, Davis

Bachelor of Science, *Applied Behavioral Science*

Minor, 20th Century American Literature

Affiliations

- NAAAP (National Association of Asian American Professionals)
- Silicon Valley Japanese Entrepreneur Network
- Silicon Valley Speak Up
- CITD (Center for International Trade Development)
- NorCalPDMA (Northern California Product Development and Management Association)