HANAKO SHIZUOKA

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**OBJECTIVE**

To obtain a position in the sales and marketing sector where my extensive experience can be utilized.

**SUMMARY**

* 4 years of experience in developing distribution channels for selling Japanese tea in Thailand.
* 3 years of marketing and planning experience at a major beverage manufacturer.
* Demonstrated ability to increase business sales and customer satisfaction levels.

**WORK EXPERIENCE**

June 2017-present**XYZ FOODS Co., Ltd.** Shizuoka, Japan

* ***Section Chief, Overseas Sales Division*** （April 2019- present）
* ***Specialist, Overseas Sales Division*** （June 2017 - March 2019）
* Developing new distribution channels for higher cost performance in Thailand.
* Responsible for producing monthly/yearly sales forecasts.

Achievements:

* Achieved XXX million yen against 2020 Target of XXX million yen （Achieved XXX%）
* Achieved XXX million yen against 2019 Target of XXX million yen （Achieved XXX%）
* Achieved XXX million yen against 2018 Target of XXX million yen （Achieved XXX%）

April 2014- May 2017**ABC BEVERAGE LTD.,** Tokyo, Japan

* ***Researcher, Marketing Research Division*** （April 2014 – May 2017）
* Supported team manager and take responsibility of product marketing of energy drink category.

Achievements:

* Achieved 17% increase in 2016 order taking amount compared to the previous year in the category by strengthening product.

**EDUCATION**

Master of Business Administration, KKK UNIVERSITY, Tokyo（2014）

Bachelor of Economics, KKK UNIVERSITY, Tokyo（2012）

**QUALIFICATIONS/SPECIAL SKILLS**

* TOEIC 730 （2020）

**ADDITIONAL INFORMATION**

* Coaching soccer for elementary school students.
* Participated in the 2011 East Japan great earthquake volunteer.