



## Goal:

### **Implement World Class Business Practices to Meet Company Goals**

As a bridge between cultures and as a catalyst for proactive change,  
I will serve as valuable member of an international team in The Kansai Area.

## Work Experience:

### **Warehouse Stock Room Worker, Konoe Co., Ltd. (株式会社コノエ) Osaka**

2005-2017

- Reduced inventory and labor costs by managing **Mic Pack™** warehouse (**4000 items**)
- Proposed and executed ideas to improve inventory management in our main distribution center
- Assisted the production manager of our **Mic Pack™** and OEM product lines
- Responsible for pulling stock from our main inventory of over 30,000 items in a timely fashion

### **Programmer/Web Page Designer, Konoe Co., Ltd. (株式会社コノエ) Osaka**

1997-2005

- Learned the traditional Japanese distribution system as an insider of this wholesale company
  - Automated web maintenance by writing programs to build the company on-line catalog
  - Built the entire on-line catalog using Excel files and Excel VBA programs
  - Maintained 800 Excel tables for the on-line catalog's 20,000 products
  - Wrote programs to convert Excel data into web-standard HTML format
  - **Technical skills and abilities** include a working knowledge of the Japanese versions of
    - **Web Development Software:** Dreamweaver & MS-Office 95 ~ 2013
    - **Web Development Languages:** HTML, CSS and JavaScript
    - **Programming Language:** Visual Basic for Applications (**Excel VBA**)
- Wrote over **60,000 lines of working Excel VBA code (1997-2018)**

### **Warehouse Stock Room Worker, Konoe Co., Ltd. (株式会社コノエ) Osaka**

1994-1997

- Prepared inventory data for management, packed boxes, picked stock, and replenished inventory

### **Store Manager, Radio Shack (ラジオシャック株式会社) San Francisco Bay Area, California**

1986-1993

- Managed a retail store with annual sales of US \$600,000
- Increased profits by focusing on sales, inventory control, customer service, and training
- Optimized product inventory quantities to maximize customer satisfaction and company profits
- Trained three managers, preparing them to run their own stores
- **"Manager of the Year"** for Alameda District in 1990 (**24 stores**)
- **"Top Profit Turnaround Manager"** for San Francisco Region in 1990 (**125 stores**)

## Education:

### **Sozoshu Recurrent School (創造社リカレントスクール大阪校) Osaka, Japan**

2017/4/17-2017/9/15

Studied Database Programming using JAVA, SQL, JavaScript, JQuery, Eclipse, HTML & CSS  
Javaプログラマー養成科: Syllabus for this 500-hour course available on-line at [www.willenkin.com/cv/](http://www.willenkin.com/cv/)

### **Kansai International Students Institute (関西国際学友会日本語学校) Osaka, Japan**

1993-1994

Studied Japanese full time; attained intermediate level of Japanese (N2)

### **Dale Carnegie Leadership Course (デール・カーネギー、人格向上訓練) Oakland, California**

1992

Learned public speaking, leadership skills, and effective negotiating strategies

### **University of California, Berkeley (カリフォルニア大学バークレー校) degree in Chinese**

1981-1986

Studied Business, Chinese and Computer Science (**UNIX, Machine Language & PASCAL**)

Lived and studied for one year in Taipei, Taiwan, Republic of China

1984-1985

## Personal:

**Visa Status:** American citizen with a **"Spouse of Japanese National"** visa

1993-present

**Hobbies:** Magic, juggling, cycling, VBA coding, and listening ( [www.willenkin.com/#audiobooks](http://www.willenkin.com/#audiobooks) )

**Japanese:** Japanese-Language Proficiency Test: Level N2 (日本語能力試験 N2 合格)

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