

YOSHIHISA KURI

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Profile

Many Experiences in both Software Business and Professional Services/Consulting Services Business in Global IT Business World. Excel at Program/Project Management, Service Delivery Management, Business Negotiation, Customer Communication, Business Management, Solution Selling, Sales Initiative Development, Sales/Marketing Program Development and team building/effectiveness in multi-cultural business environments. Had senior management experiences, working with Corporate Executives and worked as local board member of Sun Microsystems K.K and Trend Micro K.K. in Japan. Broad range of experience with Sun hardware/Software, Solaris, iPlanet (Sun ONE), Java, Linux, Windows, DEC VAX/VMS, Networking products, Backup Storage Solutions, Server&Client Security Solutions, Professional Services and Consulting Services including Custom Software Development. Leadership and Excel multi-cultural IT business driving & management, including customer and team management. Also, many industry knowledge especially in Banking and Telecommunication Industries.

Accomplishments

- Sold and implemented Virtual Desk Top Solution to Service Provider.
- Shifted Consumer Product Focused Marketing Model to B2B Enterprise Solution Selling Business Model.
- Developed and Lead Demand Generation Marketing program.
- Shifted Just Products Selling business model to Products and Services mixed solution model.
- Managed Project Delivery of Web/App/Mail/Security Systems (for major banks)
- Built Sales, SE & Consulting Engineers mixed organization.
- Grew Software & Service Business Revenue 20% in 2 years.
- Led Java & iPlanet/SunONE Professional Service Engineers Team and Solution Selling as well as Business numbers (Revenue, P&L, and Utilization etc.)
- Led International Project implementations for Major Customers in Finance (Banking), Telecommunications and Manufacturing industries.

- Developed Custom Software with using Pascal, C++ and Java etc.

Professional Experience

- **Management Advisor & Consultant, Interfusion – Jul 2011 – Current**

As a member of Management Board, Developed Corporate Basic Sales/Marketing Strategy for Global Business Model and long term business plan.

As a Project Manager, sold and implemented Virtual Desktop System with using of VMware solution and EMC storage system to the service provider and account transaction system for Suica Electric Card System.

- **Vice President, Marketing, Trend Micro Incorporated – Jul 2009 to Sep 2010**

Responsible all of Marketing functions in Japan. Managed 60-65 people and 5 direct reporting managers. Developed an Enterprise Security Product launch process and model with Corporate Engineering as well as demand generation model for Enterprise Users. Release Japanized by daily negotiation with Corporate Management and Engineering.

- **Director (Executive:Shikko Yakuin), Marketing, Sun Microsystems KK – May 2006 to Apr 2009**

Responsible all of Marketing functions in Japan. Designed and Executed New Marketing Demand Generation Program to increase Sales pipelines. Developed a Solution leading demand generation program. Managed 40-45 people, including 6 direct reporting managers. Released Japanese Partner and Customer 'voice feed back products by negotiation/communication with Corporate Product Marketing and Asia Pacific Marketing. Reported to VP of Asia Pacific Marketing.

- **General Manager, iPlanet/SunONE Software Practice, Sun Microsystems KK – Jul 2004 to Apr 2006**

Responsible for iPlanet/SunONE (Sun' middleware products) Software Sales and solution business. Managed iPlanet/SunONE software Product Revenue and Service Revenue as well as P&Ls including Java Technology Solutions. Built Sales, SEs and Consulting Engineers mixed team as a single business unit. Developed and Managed Major Customer Relationship especially Mobile Telecommunications and Banking companies. Provided Japanized Products by negotiation/communication on product specification and customer and partners requirements with Corporate Engineering. Managed 45-48 people including 4 managers and reported to VP of Global Software Practice.

- **Manager, iPlanet/SunONE Professional Services, Sun Microsystems KK – Oct 2000 to Jun 2004**

Responsible for Professional Services/Consulting Solution Business (Revenue and P&L) and managed project delivery to get customer satisfaction. Led solution selling with Account Managers and closed the deals/contracts with customers. Developed Consulting Engineers skill sets to provide qualified and satisfied services. Developed eCommerce sites, Web sites and mail service systems for service providers, including mobile service providers. Managed 15-25 engineers and grew business 15-25% per year. Reported to Director of Asia Pacific SunONE PS directly and co-work with Corporate Management as a part of global team..

- **Marketing Manager, Internet Infrastructure Practice, Professional Service, Digital Equipment Corporation Japan (DEC) – Jul 1996 to Sep 2000**

Responsible for Products and Services Mixed Solutions of Internet Infrastructure Business, including Network equipment. Developed a Solution Programs and Shifted Sales skill set to solution selling model. Responsible for Sales Forecast, Revenue number (around \$40M) and P&L. Managed 3-4 Marketing Staffs.

- **Project Manager, Project Management Office, Professional Services – Digital Equipment Corporation Japan – Sep 1989 to Jun 1996**

Managed International Project Delivery and Revenue/P&L. Maintain Customer Relationship and work with sales to close the deal. Driven Global new dealing system project in 37 cities in the world with US Corporate team and APAC team.

- **Systems Engineer, Technical Department, Nihon Apollo Computer KK – Jan 1987 to Aug 1989**

Provided software development service for Apollo Computer Platform with using of Apollo Domain Library and C++ or Pascal.

- **Systems Engineer, System Technical Dept., Toshiba Engineering Co, Ltd. 1985 Apr to Dec 1986**

Developed Communication Control Channel for Mini Computer and Firmware with using of Intel Assembler language.

Education

Tokai University, Kanagawa Japan, Mar 1985 – BE Electronics Engineering & Computer Science.