

WORK HISTORY

SIGNIFY (PHILIPS LIGHTING)

Eindhoven, The Netherlands
World leader in lighting equipment
(Sep. 2018 - Jan. 2019)

Design Intern

Took a role in a design team focused mainly on office luminaires, and experienced how design projects with ranges of products get initiated and develop in a corporate environment. Created diagrams to visualize industry trends and the company's strengths and weaknesses, helping the team determine the strategies to take. Participated in design processes from hand drawing sessions, 3D modeling, to 3D rendering. role in a design team focused mainly on office luminaires. Experienced how design projects with ranges of products get initiated and develop in a corporate environment.

TAKUYO CORPORATION /LIGHTHOUSE

Los Angeles, USA
L.A.-based Japanese community magazine
(Jul. 2013 - Feb. 2014)

Account Executive

Concluded numerous advertisement contracts by eliciting the clients' deeper needs and helping them outline their visions, leading to tailor-made advertisement strategies. Capable of both customer acquisition, through cold calling and walk-in, and customer retention. Clients ranged from lawyer's or doctor's offices, restaurants, to larger corporates like an airline company.

mitsui BUSSAN CHEMICALS CO., LTD.

Tokyo, Japan
Foreign trade firm of chemical materials of Mitsui Group
(Dec. 2009 - Jun. 2013)

Sales Representative

Took charge of transfer projects, when bigger chunks of businesses were being handed over from a parent company. Created schemes and structures to take them over by resolving regulation discrepancies between 2 companies, finding out ways to create hundreds of new customer accounts in a limited time frame, and so forth. After the transfer was completed, by conducting the businesses on the new platform as a sales representative, increased the number of export cases of the whole company by 50%.

NIPPOROS CORPORATION

Tokyo, Japan
Foreign trade firm specialized in business with Russian partners
(Apr. 2005 - Nov. 2009)

Sales Representative

Developed new and direct channels to foreign markets where even overseas affiliates couldn't reach. Maximized the profit by dividing up product batches smaller, enabling parties who were new and strong, but couldn't purchase the whole batch, to participate and bid partially.

Ken Tsunoda

FOREIGN TRADE SPECIALIST-TURNED DESIGNER

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EDUCATION

DESIGN ACADEMY EINDHOVEN

Eindhoven, The Netherlands
Bachelor of Arts in Design
(Sep. 2015 - Aug. 2019)

Finished the academy's most product-oriented major, Man and Activity. Acquired the skills of conceptual design thinking, product development, essential software skills, as well as the openness and elasticity to adapt to new environments.

ARTCENTER COLLEGE OF DESIGN

Pasadena, USA
Exchange Program in Product Design
(Sep. 2017 - Dec. 2017)

Won the opportunity to participate in the school's renowned product design major for 1 term. Broadened the design perspective and reinforced the industry-oriented skills.

FAR EASTERN NATIONAL UNIVERSITY LANGUAGE SCHOOL

Vladivostok, Russia
Advanced Certificate
(Oct. 2005 - Feb. 2006)

Went through a Russian language training program. Finished with an Advanced Level certificate.

WASEDA UNIVERSITY

Tokyo, Japan
Bachelor of Arts in Political Science
(Apr. 2000 - Mar. 2005)

Explored insatiably and engaged himself in wide-ranging cultural and social subjects, following his passions. Did acting in a drama company, played guitar (still does) in several bands, and was an editor and writer of a college publication.

ME



SKILLS

PRODUCT DEVELOPMENT

Fast And Solid Visualization By Sketching And Model Making

CONCEPTUAL DESIGN

Concept Building And Concept-driven Detailing

SOFTWARE SKILLS

Rhinoceros, Adobe CC, Microsoft Office

INTERNATIONAL BUSINESS DEVELOPMENT

Certified Associate In Security Trade Control By CISTEC

LANGUAGES

JAPANESE

Native

ENGLISH

Fluent (TOEFL 101, TOEIC 900)

RUSSIAN

Business Level
(Certified ADVANCED by FENU)