

Curriculum Vitae

Name: Yasumitsu Komori

Date of Birth: May 11, 1962 (55 years old)

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<Summary>

Over 20 years of experience with three foreign-affiliated companies, in charge of corporate sales and training for consumer goods (daily goods, cosmetics) directed at wholesalers, mass retailers, and department stores, using master sales ability and customer communication skills to consistently achieve high level sales targets. Utilizing my systematized business skills, to support wider society's business success, I became independent as a sales enhancement consultant in 2008. In 2010, I gave 200 lectures.

<Employment History>

Feb. 2009-Present Established Komori Consulting Office

Jan. 2008 Independent Sales Strengthening Consultant, Visiting Professor at Kobe Gakuin University (Until Mar. 2008)

May 2007-December

Coach Japan LLC Retail Field Regional Manager (Director)

- Responsible for 14 factories across the country, leading a project to increase sales of 10 billion yen to 16 billion yen. (Oversaw 2 salesmen and 300 shop staff)

Feb. 2004-May 2007

L'Oréal Japan Luxury Products Business Division

Lancôme Division Area Business Manager

Feb. 2004-July 2005 - Takashimaya nationwide MD headquarters in (Lancôme's No. 1 business partner), Keio Department store and 20 other stores (Oversaw 100 beauty staff) - Concurrently served at HQ promotion planning

Aug. 2005-Dec. 2005 - 55 department stores in west Japan area (West of Shizuoka, Kyushu) (responsible for 350 beauty staff)

Jan. 2006- May 2007 - Hankyu department store (Head Office, MD Headquarters) and 12 other shops (responsible for 100 beauty staff) -Collaborated with Hankyu department store to conduct event promotion and customer attraction, CRM

Apr. 1987-Jan. 2004

Procter & Gamble Japan (P & G)

1987-1989 Sales Supervisory Headquarters Osaka Branch Area Manager

- Responsible for entire Wakayama prefecture (Okuwa headquarters, other top-level chain stores in the prefecture)

1990-1992 Trainer at Headquarters Training Group

- Developed and implemented communication seminars targeting nationwide sales (Trained 300 salespeople)

- Developed and implemented training skill seminars tailored for branch managers and department manager class (about 30 people)

1993 Osaka Branch Manager Deputy Responsible for national headquarters of Aeon and Pharma (drugstore)

1994 Osaka First Branch Office Section Chief

- Handled Osaka area (Akebono Bussan, Midori Denka, Daiei Kinki Headquarters)

- Conducted communication skill seminars for sales staff (about 300 people) of seven major wholesale shops

1995 Max Factor Tokyo Branch Kanagawa Sales Manager (Oversaw five salespeople, 30 beauty staff)

- Won award for best annual sales performance

1996 General Merchandising Store Osaka Branch Manager

(Oversaw 5 sales personnel, 100 beauty staff)

- Responsible for Mycal National Headquarters, Jusco Kinki Headquarters, Daiei Headquarters, Heiwado Headquarters

- Placed top among 30 managers nationwide for target achievement rate

- Awarded Best Manager for P&G Asia Pacific

1997-1999 National Chain Division Account Executive

- Signed direct deal with Heiwado Headquarters (Shiga Prefecture) for the first time

- As a leader in a logistics efficiency project with Heiwado, we realized reduced logistics costs in cooperation with headquarters' logistics and finance managers, thereby enabling more spending on promotions, contributing to improved sales

2000 National Chain Division Retail Training Manager (Oversaw 14 salespeople)

- Managed implementation of large-scale P&G fairs at major retailers Ito-Yokado, Aeon, Mycal, Uny, Heiwado, where at the Heiwado main shop, it was the first time for Max Factor to exceed the sales of Kao Sofina, taking the number three spot in sales
- Awarded Best Manager prize in the National Chain division
- Winner of Ariel (detergent) sales contest in Kinki area
- Won award for best sales results for new product in Pampers line

2001-2002 Main Office Customer Team Account Executive

- Was among one manager selected from each of P&G's companywide sales, finance, and logistics divisions, responsible for strategic planning for major clients, including business analysis and consulting, logistics cost reduction, etc.

2003-Jan. 2004 Wholesale Team Operations Manager (Oversaw 10 salespeople)

- Competently handled Paltac nationwide headquarters (then the top wholesaler in the country)

<Education>

Mar. 1987 Graduated from Doshisha University Faculty of Engineering

Oct. 2007 Visiting Professor, Kobe Gakuin University

Gave lectures on leadership and communication to 70 students in the Humanities department

<Skills>

Language: English Business level PC: Word, Excel, Power Point