

Takeshi Kikkawa

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QUALIFICATIONS AND SKILLS

- 8 years' experience in sales to key accounts in automotive and electronics industries.
- 6 years' experience in the business development in Turkey and Eastern Europe.
- Based-on-facts negotiation with customers, especially with purchasing department.
- Start-up of a foreign office from the beginning.
- Understanding of manufacturer-supplier and manufacturer-distributor relationships.
- Description and summarization of business situations in a detailed manner and with accuracy.
- Understanding and knowledge to perform efficiently in diverse working environment.
- Business level English, both spoken and written.

EXPERIENCE

Three Bond Europe S.A.S Istanbul Liaison Office, Istanbul, Turkey

2012 - July 2017

Liaison Office of Three Bond Europe S.A.S. in France, European head quarter of Three Bond, Japanese manufacturer for specialty chemical products mainly of sealants, adhesives and glues and supplier to major automotive, electronics and general industrial manufacturers and of automotive aftermarket products.

Chief Representative

Sales Development, Turkey and Eastern Europe region

- Established Istanbul liaison office and commenced its operation.
- Hired and trained an employee to promote to future manager.
- Restructured sales channels in Turkey, most notably started direct sales to the plant of a French major automotive manufacturer.
- Arrangement of participation in industrial exhibitions, 3 times in Istanbul

Three Bond Co., Ltd. Tokyo sales branch office, Tokyo

2006 - 2011

Key account sales representative, major Korean and Dutch electronics companies operating in Japan

- Organized trouble shooting task force with R&D department to solve customer's quality problem.
- Arranged and scheduled audits requested by customer with cooperation from R&D and production.

Three Bond Co., Ltd. Yokohama sales branch office, Yokohama

2004 - 2006

Key account sales representative, Japanese second largest automotive manufacturer

- Handling of stock, order and delivery of products used in customer's production lines.
- Sales of sealant application machines and arrangement of installation to customer's production lines.
- Sales of set of application machine for some specialized adhesive worth 8,500EUR to customer's laboratory and negotiation with customer's purchasing organization.

EDUCATION

Bachelor of Regional Studies, Arabic Language, Tokyo University of Foreign Studies, Tokyo (2004)