
MASAYUKI KOBAYASHI

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PROFESSIONAL SUMMARY

I have been engaged in international freight forwarding since 1990. From the beginning, I have been customer oriented, a solution seeker, an improvement thinker, and a team builder. I am also very organized, and good at finding better or simpler ways at any level of operation.

Since 1999, my responsibilities involved in office and warehouse management, I have been learning the importance of teamwork and leadership to maintain the workplace to be safe, healthy, and profitable. In addition, I pay keen attention to the facilities to ensure its cleanliness, safety and efficiency.

SKILLS

Office skill: MS Office software (Excel, Word, PowerPoint, and Access), HR for the office staff.

Human skill: Able to build a team with sense of togetherness at a workplace, to establish rapport with suppliers. Listen to the clients to learn their needs/wants.

License, Certification: US Customs Broker License (#24143)

WORK HISTORY

Branch manager: Kintetsu World Express/ Seattle branch 2015 January – 2018 July.
Maintenance and reestablishing the office of a frequent manager turn over

Regional sales manager: Yusen Logistics / Seattle branch 2013 June -2014 December.
Secure Japanese aerospace accounts on the West Coast

Branch manager: Yusen Air & Sea Service / Seattle branch 2009 March- 2013 June.
Secure Boeing IFAK (International Freight All Kind) air traffic

Sales manager: Yusen Air & Sea Service / San Antonio office 2007 July – 2009 March.
Help Toyota and its suppliers to build a Tundra plant in San Antonio

Branch manager: Yusen Air & Sea Service / Denver branch 1999 July – 2007 July.
Turn the financials of the office from red to black

Export manager: Yusen Air & Sea Service / Seattle branch 1997 July. – 1999 July.
Establish operation standard for newly secured Boeing – Mitsubishi Heavy commercial airplane traffic.

Export clerk: Yusen Air & Sea Service / Boston branch 1990 June – 1997 July.
ITAR (Raytheon Patriot missile parts) export to Japan

EDUCATION

Harvard Extension School, Cambridge, MA: 1987 – 1991 Non-degree: Linguistics related credits

Saikyo High School, Kyoto, Japan: 1978 – 1980 Diploma: Computer programming

ACCOMPLISHMENTS

- Successful handling of ITAR shipments (parts of Patriot Missile) from Raytheon to Japan Self-Defense Agency at Boston office
- Successfully established operation method for a new business between Boeing Co and Mitsubishi Heavy Industries (777 rear wing – 1st outsourcing of Boeing Co.) at Seattle office
- Obtained Department of State license for export from Boeing on behalf of Japan Self-defense Agency (parts for AWACS: Airborne Warning And Control System)
- Turn the branch from loss to profit at Denver office (best AR ratio among US branches as well)
- Secured Ito Ham ocean traffic at Denver.
- Established a service contract with Union Pacific RR for the first time for Yusen A&S Service
- Re-organized the operation of Laredo facilities at San Antonio office
- Helped Toyota and its suppliers to complete its new plant for Tundra in San Antonio
- Secured Boeing IFAK traffic to Japan, Korea, Australia at Yusen Seattle
- Renovate the office and warehouse for safer operation at KWE Seattle
- Had a record tonnage for air traffic.

Please see attached cover letter for more information.