**[Business Development Product](https://www.postjobfree.com/resume/ad1xva/business-development-product-kirkland-wa)**

**Location:**Kirkland, WA

**Posted:**December 13, 2023

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**Resume:**

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Ken Takagi

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More than 30 years of Global Business Development, Product Development focused within software and hardware sector (Automotive, Consumer Electronics, Telecommunication, Gaming). Most recently the key focus being within Digital Transformation (DX) consultation towards major global automotive companies in the Midwest region. Global work experience in Europe (Germany, UK) totaling 9 years, 11 years in Japan, 9 years in US. Lived in Germany and Sweden during childhood for 15 years. Now reside US. Currently working for HULFT inc. We provide data integration software enabling Digital Transformation (DX). Our largest global customer is Toyota and its affiliates (Denso/Aisin). We have 100% share within all Japanese automotive companies. Have majority of contact for automotive companies and suppliers within US and EMEA region. Experience in establishing new partnerships and building new business channels for both hardware and software from large corporate to startups.

Worked for Seagate Technology (No. 1 in HDD) in Japan, Munich and London as New Business/Product Development Manager creating new business opportunity outside of PC. Established business with Apple (iPod Mini – 1 inch HDD), DVD player with HDD (3.5 inch HDD), Navigation system with HDD (2.5 inch HDD)

3 years working for Point Program start up with DNP and Mitsui – starting MyPoints in Japan and Expanding business with Netmile (Mitsui invested start up). Also work for Panasonic for 10 years including 5 years as an expat in Germany as Marketing Manager.

Result oriented and capable to create new ideas into real business as the world is changing quicker than ever before. Creative and skilled relationship builder. Skill Sets;

1. Management Experience (US/JPN/EMEA)

• Management

• M&A – acquired 2 companies + invested in 1

• Work experience with Japanese and US Major Corporate (Panasonic/Seagate) 2. Global Business Development (US/APAC/EMEA)

3. New Product Development/Concept Building/Product Planning – build to launch 4. DX knowledge – incl. Industry 4.0, Manufacture 2030 etc. EDUCATIONAL QUALIFICATIONS

Apr 86 - Mar 90 Dokkyo University

Bachelor Degree in Foreign Language (English)

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WORK EXPERIENCE

April 19 – Present Hulft – VP of Strategic Initiatives (DX solution consultation)

• Hulft is a Saison Information System Company selling Data Transfer, Data Integration and Cloud Integration solution (DX solution)

• Focus sector - Automotive

• Global Account Management team lead (Automotive)

• Lead of major Japanese companies in US (Automotive) Feb 09 – Mar 19 Aplix Corporation

(August 2017 – Mar 2019) Assigned as CEO of Aplix Corporation of America Assigned as Division Manager of Solution Division in HQ

Tokyo, Japan

• Leading team of 26 staffs

• Leading team to create new IoT business model

(August 2017 – Mar 2019) Assigned as Corporate Officer – Aplix Corporation (HQ)

(December 2013 – Jul 2017) President and COO of Aplix Corporation of America

• In charge of global overseas operation (US/EMEA)

• Core team – Aplix BLE module development project (IoT)

• Global New Business Development

• Manage team of 15 global team (US/APAC/JAPAN)

• Opening first IoT solution business in 2014 for Aplix

(May 2011- December 2013) Director, Business Development (US/EMEA), Santa Clara, US

• Joint product development with SteelSeries (Game controller company)

• Opening Distribution with Best Buy, Staples, Radio Shack, Game Stop

• Creating Eco-system for Zeemote (BT gaming controller for mobilephone) compatible game developer

• Manage team of 5 in US

(May 2009-May 2011)

Director, Business Development, London, UK

• Secured global contract with Nokia and Sony Ericsson to distribute Zeemote as their official approved gears (2010 Jan)

• Acquired Zeemote –. Secured core member of Zeemote to join Aplix and established office in Boston. Assigned GM of Zeemote Technology Inc. (2009 Dec)

• In charge of acquiring Rococo Software securing 50% of IP rights for Aplix for their key software (Sep 2009)

• Manage team of 4 in UK

Dec 03 - Apr 09 Seagate Technology

(Jul 06 – Apr 09) SENIOR MANAGER (Vertical Market), in London, UK

• Sales & Marketing of new product segment (Automotive, Surveillance, DVR, Gaming, Mobile Phone)

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• OEM and Channel distribution development with major distributors <Bell/Hammer/Avnet/Ingram/Tech

Data/Actebis/GNT>

(Sep 05 – Jun 06) BUSINESS DEVELOPMENT MANAGER, in Germany

• Sales Development Manager for embedding small form factor HDD into cellphone in EMEA

(Nokia, Sony Ericsson, various operators and content providers)

• Small Form Factor Development Team Lead (Global) – iPod Mini (win) and HDD for navigation (2.5 inch)

• Wireless External Drive Development Team Lead (Global) – D.A.V.E. concept initiator

(Dec 03 – Sep 05) CE OEM SALES REPRESENTATIVE, in Japan

• Opened OEM account with Panasonic (DVD-HDD business)

• In charge of Western Japan for all CE accounts (Mitsubishi, Sharp, Funai, Sanyo)

• Gaming Lead in Japan – Sony, Nintendo

• Small Form Factor Lead in Japan

Jul 00 - Dec 03 Dai Nippon Printing, Tokyo, Japan & Chicago, US Senior Manager - New Business Development

• Managed international business development for Internet marketing joint venture between DNP and United Airlines

• Managed development of double-byte architecture for Japanese-language version of proprietary database software

• Helping Mitsui with its Point Program – Netmile business. Apr 90 - Jul 00 Panasonic, Tokyo Japan and Hamburg, Germany

(1999 – 2000) BUSINESS DEVELOPMENT MANAGER, COLOR PRINTERS TOKYO, JAPAN

• Managed a research group responsible for creating global marketing strategy.

(1995 – 1999) Marketing Manager, Panasonic Deutschland GmBH., Germany

• Managed eight marketing and sales representatives

• Position included significant management experience; worked with balance and P&L sheets, responsible for budget and salary control, as well as adherence to German union rules

• Channel Development in Germany

(1990 – 1995) ACCOUNT REP, OEM MARKET- TELECOM/PRINTER, HEWLETT-PACKARD

• Developed business relationship with Hewlett-Packard for design and manufacture of low-cost plain paper fax – World first ink-jet fax which became the Officejet product

• Helped negotiate complex OEM contract under which Panasonic sold completed product and purchased HP ink-jet engines