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PROFESSIONAL EXPERIENCE

■ Experience

- Sales experience: 3.5 years
- Business development: 1.5 years
- Pre / post sales: 2 years
- system implementation experience: 5.5 years
- WEB: Content Management System
- NW: Network Forensics System (NetRAPTOR)
- Business: Human Resources System (e-payOne, My Number Management System, Year-end Adjustment)

■ Job summary

After business development experience for approximately 1.5 years at Startia Inc. and wishing to build a career as an engineer familiar with both infrastructure and network, joined to To-Tech Amenity Ltd. (formerly Easy Net Co., Ltd.) the company that handles NetRAPTOR network forensic server product. Was in charge of a wide range of operations including manufacturing, maintenance, fault handling, verification, survey, pre- and post-sales.

I feel strongly that it is necessary to disseminate knowledge outside the IT field in order to increase my market value, and I have joined the company's payroll outsourcing company, which is a payroll outsourcing business, and have my own system e-payOne, my number management system, Involved in the work as an introduction consultation of the year-end adjustment system. Rather than being intimidated by the opinion of saying "this is better," the company reassigns the reassignment to the business management department, and positions itself to make an opinion from a system side regarding issues and countermeasures. Engage in

Payroll Co., Ltd

Feb 2015 –

Dec 2018

The largest share of payroll outsourcing companies in Japan

Business Administration Department Accounting Section, Apr 2017 – Dec 2018

Selected for a project directly under the director and transferred to the management department.

- Responsible for recommending concrete solutions in flat positions for issues within the company.
- Involved in accounting business in general, transparency of workflow based on IT control, master investigation of in-house database, investigation of in-house IT cost reduction points.

Key Achievements

Succeeded in routine work automation within the accounting department using NaughtySlave, a self-made automation support tool.

- This section allows you to highlight where you added value. It should list your principal achievements in the role referenced

System implementer, Set Up Department Feb 2015 – Mar 2017

- Role: System installation and setup
- Product in charge: Own product (e-payOne / my number management system / Year-end Adjustment)
- Implement period: about 6 months to 1 year
- Clients: Pfizer Holdings LLC, Nippon Steel Engineering Co., Ltd., etc.

Key Achievements

Successfully implemented e-payOne system to the manufacturing client in 50% less hour of standard man-hours as first project.

Took a role that in charge of “My Number Management System” implementation, who has never worked before. I had contributed to the team by sharing knowledge and training the department after setup was complete.

*Be as specific as possible, remember the people who will be looking at your resume will be looking for the key client/partner names, products or solutions, and your data on achievements.

Totec Amenity Ltd. (formerly Easy Net Co., Ltd.)

Oct 2008 –

Jan 2015

Pre Sales & Post Sales Apr 2013 – Jan 2015

- Responsible for pre-sales and post-sales to promote NetRAPTOR.
- Consultative technical approach sales to close pipelines.
- As a post-sales representative, regularly visit clients for after care.
- Conduct hearing session with clients for cross-selling acquisition and product development needs for products.
- Vendor management and train the sales rep on vendor side

Infrastructure engineer Apr 2009 – Mar 2013

(Maintenance, failure primary / secondary response, verification, shell script development)

- In charge of NetRAPTOR's inquiry response, cause investigation, log analysis, performance verification, update on-site response, and primary failure response for known problems.
- Additionally, I was in charge of advanced problems that cause failure to be identified in primary failure response. (for secondary failure response)

Key Achievements

Developed bug patch in shell script (automatic sent mail suppression patch).

Developed a shell script that automatically log analysis itself. Was able to reduce 1/10 time to identify the cause of failure.

Startia, Inc.

Apr 2007 –

Aug 2008

Business Development Rep, Internet Media Contents Department

- Responsible for business development using inside sales (making appointments), Visiting clients, Creating quotation with Business proposals until closing the deal.
- Product in charge: Website renewal proposal using CMS (content management system)
- Target: SMB clients less than 100 employees within the metropolitan area, mainly manufacturing industry
- Standard unit price: 900,000 to 1.2 million JPY

Key Achievements

Achieved total sales of 10 million in May 2008.

Education

Kansai University

Mar 2007

Sociology, Psychology

Skills

Language

- Japanese Native, English Conversational

PC

- OS : Windows • Linux(CentOS/RedhatLinux/SLES) • MAC
- DB : MySQL • PostgreSQL
- NW device : Switching hub • Network tap
- NW tool : Wireshark • tcpdump
- Google tool : GoogleCloudPlatform
- Development language : Powershell • Bash • PHP