

HANAKO YAMADA

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PROFESSIONAL SUMMARY

- Over 5 years' experience in advertising as sales representative.
- Started working as sales representative at NPO. Suggested and developed sales through seminars.
- Stimulated needs by analyzing and showing data logically, which led to achieving top in-house performance. Gains customer trust by focusing on their benefits.
- Can ask customers' current situation, identify and stimulate customer needs, and propose specific solutions.
- Collaborative. Can set things into motion by involving others, as demonstrated in coordinating with seminar lecturers to hold seminars and in cooperating with investment companies to provide overall advice on customer asset.

WORK EXPERIENCE

ThisIsSample1 Co., Ltd. – Tokyo, Japan

Aug 2019 – Present

- **Sales Representative, Sales Department**
 - Conducts sales of life insurance, casualty insurance, and investment to individuals nationwide, mainly senior people in Tokyo.
 - Conducts sales through seminars:
 - Began sales through seminars in Nov 2019. Has since conducted over 50 seminars annually.
 - Responsible for planning, inviting lecturers, document creation, attracting customers, facilitation, after-sales follow-up, and closing.
 - Acquired 120 contractors out of 150 participants in seminar by changing sales styles.
 - Acquires agency contracts with investment companies:
 - Conducted interviews with approximately 30 investment companies, and selected partners.
 - Began providing investment information to customers in Aug 2020.
 - Provides overall advice on finance such as NISA, incorporation of sole proprietors, and stock investment.
 - Mindful in suggesting and conducting seminars to help participants recognize need to grasp overall picture of money by providing overall knowledge of finance.
 - Gained trust from customers by listening attentively and providing advice tailored to each customer.
 - Earned 80 contracts in 2020.
 - Achieved 100% seminar satisfaction rate and recommendation rate.

ThisIsSample2 Non-Profit Organization – Tokyo, Japan

Apr 2016 – Jul 2019

- **Sales Representative, Sales Department**
 - Served as sales representative in charge of all sales operations.
 - Created client lists, and made appointments.
 - Created and sent sales brochures and DMs.
 - Attended seminar meetings.
 - Conducted follow-ups with customers.
 - Achieved 200% sales increase compared to previous year.

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EDUCATION

Bachelor of Arts
Sample University – Tokyo, Japan

Apr 2012 – Mar 2016

Diploma
Sample High School – Tokyo, Japan

Apr 2008 – Mar 2012

QUALIFICATIONS AND SKILLS

- Business English level
 - TOEIC 920, Nov 2011
 - The EIKEN Test in Practical English Proficiency Grade 1, Nov 2010
- Certified Securities Broker Representative, Nov 2019
- Driver's license, Mar 2014

REFERENCES

Available upon request