

# Rick Shiozaki

• Global Sales Executive at Kawasaki Motors •

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## Summary

Global Sales at Kawasaki Motors, ambitiously driving \$7M profit in 14 nations (Asia & S. America).  
Results-driven Head of Project Management in a Joint Venture, coordinated 4 teams to upgrade 2 software applications.  
Quadrilingual strategist & self-taught AWS professional with a passion for "building from the ground up" to drive innovation.

## Skills

**Languages:** Japanese (*native*), English (*native*), Italian (*limited proficiency*), Korean (*limited proficiency*)

**Certification:** AWS Certified AI Practitioner (AIF-C01), TOEIC: 990, GMAT Focus Edition: 605, IELTS: 8.0

**Projects:** Shipment-tracking RAG Chatbot using Llama 3.3 (AWS Bedrock, S3, Route53, CloudFront, Certificate Manager)

## Experience

### Kawasaki Motors, Ltd.

Global Sales Executive

Hyogo, Japan  
Apr 2023 - Present

- Coordinating 4 divisions to launch a motorcycle factory in Bangladesh with 200 units per month in production capability.
- Collaborated with clients to launch the world's first hybrid motorbikes in Taiwan with zero additional development costs, by navigating stringent environmental regulations, achieving annual sales of 500 units worth \$1.5M in profit.
- Orchestrated 4 divisions to fine-tune 14 Malaysian-made motorcycles to ensure compliance with Turkish environmental regulations, boosting annual exports of 2,000 units to Turkey and achieving a 27% reduction in tariffs per unit.
- Resolved logistical challenges by repackaging vehicles to navigate Tianjin Port laws, pioneering rail transport to Mongolia.

### Value Management Co., Ltd.

Social Media Marketing Intern

Tokyo, Japan  
Sep 2021 - Jan 2022

- Coordinated a team of 5 to enhance company's Instagram presence (@histrjp\_japan), increasing followers from 49.5K to 53.1K within 4 months, achieving peak results of an 8.6K likes per post with a 30.3% engagement rate.
- Organized a rotational shift schedule for a 5-member team to enhance company's Instagram engagement, standardizing photo procurement, competitor analysis, and copywriting.
- Established step-by-step tasks to deliver promotional booklets for two historical municipalities in less than 2 months.

## Leadership

### System Renovation at Kawasaki

Project Manager

Hyogo, Japan

- Spearheaded a software revamp during a Joint Venture with Itochu Corporation, coordinating IT, accounting, and logistics teams alongside external stakeholders. Upgraded 2 systems to streamline transaction logging and automate shipping document processing, enabling seamless tri-party operations within a unified system.
- Proposed the integration of a client order portal into the production management system within 6 months of joining.
- Prepared and delivered a 20-minute presentation to 40 members across 4 divisions, gathering feedback to ensure the new features would not disrupt interconnections with systems from 9 foreign subsidiaries and 8 factories.
- Directed a team of 5 software engineers in a 4-month system overhaul, conducting weekly progress reviews to ensure alignment with project milestones, and automated sales team's order handling tasks and saving each 4 hours per week.

### University Judo Team

Manager

Tokyo, Japan

- Revitalized a 12-membered Judo team into the largest organization on campus, uniting 55 athletes from 17 nations.
- Established a board comprising 5 local and 5 international members to address team conflicts stemming from training commitment disparities and language barriers - ultimately producing 2 new Tokyo champions.
- Strategically engaged with 3 team alumni to secure a four-time Olympian Judo doctor into serving as the new coach.

## Education

Keio University - Japan

University of Birmingham - United Kingdom