



Consultant: Ray Pedersen	Date: April 2009
For: CFO	
Summary: 52YO / Controller / 15M range /	
Comments: 20 years experience in financial, managerial accounting and budgetary process/control. Varied work experience in both Western and Japanese companies, including an auditing firm. 20 years experience in management of operations and logistics, assistance of marketing and business development. Successful experience in developing effective operating systems from scratch includes ERP packages. Excellent communication and negotiation skill with Auditors, Attorneys, Tax officers and bankers. 20 years practical business and management experience of HR and General affairs. Strong research and problem-solving skills; organized, motivated and work well under pressure.	

**EXPERIENCE:**

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**January, 2005 - Present**

**Medtronic K.K.**

**March, 2008 – Present, Director (Torishimari-yaku), COO**

**January, 2005 – February, 2008 CFO**

- Reinforced local entity to take over the business that an exclusive distributor performed till then.
- Established offices, warehouse, employ and customer call center.
- Set up and maintaining corporate regulations and ERP package (Dynamics NAV).
- Managing all financial, accounting, operating (purchase, invoicing, logistic and Inventory), IT, general affairs and HR matters.
- Using both US GAAP and Japan GAAP.
- Negotiated and tied the contract with customers (Distributors and end users).
- Manage 6 staff (30 employees in total at 4 sales offices).

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**June 2002 - August 2004**

**Boston Scientific K.K.** (Medical equipments and sterilize machine – Germany & Sweden).

**CFO**

- Managed all financial responsibilities, including, weekly cash, monthly/annual financial statements, quarterly forecast and budgeting.
- Used both IAS. and Japan GAAP.
- Managed all logistic procedure, including warehouse, purchasing, inventory control and Invoicing.
- Managed all Human resources and General affairs responsibilities.
- Introduction and implementation of ERP system (SCALA).
- Designed and handled merger process of Jostra JapanK.K.(Hart-lung machine and the consumables).
- Manage 8staff (60 employees total with 3 business divisions).

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**March 1995 - September 2000**

**Germany Hospital Services Inc. (Logistics of medical consumables - Japan)**

**Administration Manager**

- Developed the business plan for wholesales trade business of medical -consumables in the Mitsubishi Corporation (parent company).
- Established subsidiary (the company) for the business development and research.
- Managed all accounting and financial responsibilities, including P/L, B/S and C/F, monthly/semiannual/annual statements, tax reports.
- Used Japan GAAP.
- Managed all Invoicing, accounts receivable (30 clients) and accounts payable (600 suppliers).
- Managed all budgeting responsibilities.
- Prepare office regulations and evaluation system with out-side consultant.



- Managed all human resource and administrative responsibilities.
- Managed 13 branch's establishment and operation.
- Managed all inventory control, including slow moving and dead stock.
- Managed 5 staffs (80 employees and 100 part time employees in total).

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**February 1992 – January 1996**

**France Med. International K.K. (Medical Equipment - France)**

**October, 1994 - January, 1996 Liquidator**

**February 1992 – September 1994 Controller**

- Managed all accounting and financial responsibilities, including P/L, B/S and C/F, weekly/monthly/annual statements, tax reports.
- Managed all Invoice, accounts receivable and accounts payable.
- Used both U.S. and Japan GAAP.
- Reported directory to Country Manager (located in Lyon).
- Managed all human resource and administrative responsibilities.
- Managed import, distributors control responsibilities.
- Prepare marketing documents.
- Managed 1 staff (8 employees in total).
- Managed all liquidation procedure and responsibilities.

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**December 1988 - October 1991**

**Floriset Japan K.K. (Industrial apparatus - USA)**

**Controller**

- Managed all accounting and financial responsibilities, including P/L, B/S C/F, monthly/annual statements, tax reports.
- Used both U.S. and Japan GAAP.
- Reported directory to Comptroller (located in Maryland).
- Managed all budgeting responsibilities.
- Managed all administrative responsibilities include human resource.
- Managed 4 staffs (20 employees in total).

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**October, 1984 – November 1988**

**KPMG**

**Audit staff, Audit department**

- U.S. GAAP audit : Mitsubishi corporation, BASF Japan, Dow Chemical Japan, Euro Bridge, MISK agency, etc.
- Japan GAAP (commercial code) audit: BASF Japan.
- Translation of annual report : Merrill Lynch