

# KAWASE Satoshi

**Date of Birth** 12 March 1979  
**Nationality** Japanese / American Citizen  
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## PROFESSIONAL EXPERIENCE

2001 – 2007 **PANASONIC COMMUNICATIONS COMPANY** **United States / Japan**

*Telecommunications arm of Panasonic Corp. Leading mobile handset maker in Japan by volume.*

2003 – 2007 **Product Manager**

*Headed development of mobile handset software. Responsible for translating market feedback, managing vendor relations, and operating a global engineering pipeline.*

### Strategic Analysis

- Analyzed consumer demand and return on investment to justify potential R&D projects to senior management.
- Conducted market research on new product benefits to gain insight on design and functionality.
- Created new resource allocation strategy which increased workflow between project teams working in multiple global locations.

### Operational Management

- Executed on supply and procurement contracts with technology companies (Intel, Cisco, Hitachi) enabling new business opportunities and optimizing cost structure.
- Eliminated over \$3M in operational costs with a successful transition toward open source software.
- Represented company at electronics tradeshow (CES) to build relationships with customers and vendors.
- Delivered application platform on a joint venture with NTT Docomo (Japan's top operator) which allowed 3<sup>rd</sup> party Value Added Service vendors to access Mobile Suica – a mobile handset payment network.

### Leadership

- Managed 8 member research and development team providing technological innovation in mobile handsets.
- Motivated, organized, and trained engineering team which saw delivery timeliness improve by over 40%.
- Expanded group budget 25% in 3 years through successful demonstration of P&L, cost-control and performance accountability.

2002 – 2003

**Internal Consultant**

*Increased efficiency and output quality of engineering centers through consulting and technical insight.*

### Quantitative Analysis

- Established benchmark standards and performance metrics to diagnose project effectiveness.
- Authored white papers with comparative analysis of new technologies with potential applications in telecom.

### Communication Skills

- Conducted seminars for engineers and management to educate on emerging technological trends.
- Presented at the CTO level key findings, recommendations for improvement, and potential pitfalls from a work process study conducted across 10 engineering teams.

2001 – 2002

**Software Engineer**

*Research and developed new features in mobile handset prototypes for increased performance and usability.*

### Teamwork

- Collaborated with a multinational team working in various geographies to produce a next generation mobile handset operating system.

## OTHER EXPERIENCE

Summer 2007 **LINCOLN CROWNE & COMPANY** **Singapore**

*A boutique investment bank specializing in execution of corporate M&A and strategy based engagements for mid-market media companies in ASEAN. Manages a private equity fund worth USD \$50M.*

### Associate

Assessed earnings potential and strategic implications of potential acquisitions for Microsoft Live! Services (MSN, messenger, search) in south-east Asia. Constructed revenue forecast model and conducted due diligence on content and infrastructure companies in the TMT sector. Engagement successfully concluded in a \$8M buyout.

## EDUCATION

2007 **INSEAD MBA** **Singapore / France**  
GMAT: 720; Student Council Treasurer

1998 – 2001 **Johns Hopkins University** Bachelor of Science **United States**  
Concentration: Game Theory; Graduated Top 10 Percentile; GPA 3.1

**LANGUAGES** English (native), Japanese (fluent), Spanish (beginner)

## NOTABLE ACCOMPLISHMENTS

Authored movie screenplay (Superpowers, 2006) to be produced into a Tische student film.  
Contributed to the Linux project through a kernel patch which was downloaded over 10 million times.

## PERSONAL INTERESTS

Avid reader – read over 2 books a month  
Skydiving – worked toward class A license  
Collegiate track and field – pole vault – all Iron Hills conference