

## Toshiya Yuba (Mr.)

Date of Birth: 1<sup>st</sup> July, 1946

Health: Excellent

Marital Status: Married, two children

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<https://officezeta.com/>

### **OBJECTIVE**

Consulting for Importation of Apparel, Fashion goods, Foodstuff, Machinery.

Introducing overseas suppliers to Japanese market.

License coordinator for Apparel, Foodstuff.

Logistic management and customs procedure specialist.

Sales promotion and development in Japanese market.

Coordinator for International Fair, Exhibition.

### **SUMMARY OF QUALIFICATIONS**

More than 30 years experience at the apparel/textile import section in two international trading companies. Especially, extensive Italian business knowledge and skills as a Dept. manager at Milan, Italy office from 1989 to 1997.

Strong interpersonal and communication skills between foreign suppliers and Japanese clients through cross-culture background.

Good command of Italian and English conversation – 8 years correspondent in Italy.

### **EXPERIENCE**

Jan.2017- Present : OFFICE ZETA (Private office)

June 2001 to Jan. 2017: Director of Zeta Co.,Ltd OFFICE ZETA.

- Consultant for International Trading Business.
- Consultant for International License Business.
- Business coordinator between Europe and Japan.
- Marketing research of Japanese Market for foreign enterprise.
- Business Interpreter of English/ Japanese
- Registered Interpreter of Italian/ Japanese authorized by ICE.
- Lecturer for JETRO trading business seminar since 2000
- Lecturer for Osaka International Business Center 2003 - 2019
- Lecturer for Kyoto Tachibana University. 2006 - 2019

- Lecturer for Osaka Metropolitan University since 2006

**Remark:** Lecture title: Marketing and merchandising for Japanese market.  
for Serbia Business Mission through Zoom.

Consultant for Marusumi Paper Co.,Ltd. to exhibit for Reed Gift Faris, Sydney, Australia. (Feb.2023)

Consultant for Hyogo Bag-Industry Union to Exhibition MIPEL, Milan, Italy. (Feb, 2020)

Course Leader for Serbia Business Mission (2012 - 2014)

Osaka Desk Adviser for Italian Chamber of Commerce in Japan (2012 - 2013)

Consultant for JAPAN-BRAND Promotion by Wakayama Pref.(2011- 2012)

Consultant for Chamber of Commerce, Industry, Osaka. (2010 - 2012)

International Trading Business Consultant for JETRO Kobe. (2009 - 2019)

Seminar for Bushiness English for Osaka International Business Promotion Center (IBPC) (2007 – 2019)

Dispatched as a lecturer to Kiev and Odessa, Ukraine by JICA. (Dec.2009)

Dispatched as a lecturer and consultant to Bandung, Medan, Jakarta, organized by Osaka Indonesian Consulate. (2009)

Lecture title: How to set up your business in Japan.

Dispatched as a lecturer and consultant to Surabaya, Denpasar organized by Osaka Indonesian Consulate. (2008)

Lecture title: How to set up your business in Japan.

Seminar for Philippines ASEAN Apparel Industry (Manila)

Lecture title: Outline of Japanese apparel market. (2005)

Coordination and consultation for FOODEX JAPAN 2004  
Singapore food pavilion organized by Embassy of the Republic of  
Singapore. (2004)

Coordinator for Rice Bread presentation at MOBACSHOW2003  
(Machinery of Bakery and Confectionery Exhibition in Tokyo)

Seminar for Asian Entrepreneurs Joint Study Mission (PASE)  
Lecture Title: "Purchase, Development and Import Scheme by Japanese  
Industries" organized by JETRO Tokyo (2002)

Seminar for Thailand Apparel Industry (Bangkok, Changmai)  
Lecture Title: "Merchandising Strategy for Japanese Market"  
organized by Pacific Resource Exchange Center, Osaka(2002)

Consultation for Lithuanian Apparel and Textile Industry Mission  
Lecture Title: "How to start your business in Japanese market"  
organized by JETRO Osaka (2002)

Marketing research for the Royal Netherlands Embassy in Tokyo (2003 - 2004)

Coordination of Italian food presentation at Italian Fair Hall of  
25<sup>th</sup> World Trade Fair in OSAKA INTEX 2-6/May/2002

Consultation for Fondazione Italia in Giappone 2001(Roma).

### **Personal History**

2001 - Present: Please refer to EXPERIENCE.

1998 - 2000 Trussardi Project Office in Itochu Corporation, Osaka (2 years)

- Coordination for Italian licensor and Japanese licensees.
- Import of apparel goods from Italy.
- Approval procedure of license products.

1989-1997 Itochu Italiana S.p.A. Milan Office Italy (8 years and 4 months)

- as a Fabric and Made-up Garment Dept. manger.
- Buying and export Italian apparel goods to Japan.

- Introducing Italian suppliers to Japanese clients (distributors and wholesalers)
- Sales promotion to Japanese buyers.
- Coordination for license business of Trussardi, Mila Schon, Fendi, Laura Biagiotti
- Coordination for license business of Vivian Westwood. England.
- Development of Italian apparel suppliers. Attended shows, exhibitions, show rooms, factories and operational meeting.

1980-1989 Itochu Corporation Osaka. Textile and Import goods Dept (9 years)

- Correspondence with foreign exporters.
- Management of Import customs clearance and delivery
- Covered L/C application, Delivery instruction to suppliers, Negotiation with forwarding companies, Insurance procedure, and Claim negotiation.

1973-1980 Mitsui & Co., Ltd Tokyo. Textile Department Import Apparel Section (6 years and 8 months)

- was engaged in Import customs clearance and delivery control.
- Importation of textile goods from Europe, East Asia. India.

1971-1973 Uny Co., Ltd. Nagoya, Super market Foodstuffs Department (2 years and 7 months) – was engaged in perishable food buying.

**EDUCATION:** 1966-1971 Doshisha University, Kyoto, B.A. Commerce Major

**LANGUAGES:** Conversational knowledge of English and Italian.

**QUALIFICATION:** Certified JETRO International Trade Adviser.

Customs Specialist Authorized by the Ministry of Finance.

International Business Communicator (Class A) authorized by Japan Chamber of Commerce & Industry.

Italian-Japanese business interpreter authorized by ICE.

**As of February 2024**