

Work Eperience

Name : Koki (Kenny) Shoji

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5/02

present Established a new business, the marketing consulting service for tourism and transportation. Tourism Marketing World, Inc.

5/02

Resigned from TRAJAL EAST, Inc.

7/00-4/02

Established the TRAJAL EAST, Inc. with partners and act as a director. Responsible for developing the market and consulted the strategies for international exchange, local tourism, Eco-Tourism and promoting international air and cruise boat transport. Developed the demand for highway bus transportation and consulted marketing services for FairInc, a regional airline company. Gave a lecture on local tourism, internationalization, IT and tourist industry, Eco-Tourism, and improving tour services for organizations and enterprises. Produced a seminar on sales in East Japan for Hilton Hotel in Hawaii and seminars for Mariana Visitors bureau, Hawaii tourist bureau, and school excursions abroad. Developed the market in Tohoku region. Contributed articles to the Tourism Economic Newspaper and Travel Journal.

12/99-6/00

Resigned from the Continental Airlines.

3/99-11/99

Continental Airlines.

Sr, Sales manager of Japan headquarters office.

Developed the market of Pacific route, IT sales, route in Central and South America, group tours, yield management.

6/98-2/99

Continental Airlines

Regional Sales manager in Chubu region

Developed a new market in Chubu and Hokuriku region by restructuring sales.

Succeeded to have stable number of flights in Chubu region by developing a market in Aichi, Mie, Gifu, Toyama, Nagano, Ishii, Fukui, and Shiga prefectures.

Work Experience

3/98-5/98

Continental Airlines.

Regional Sales manager in Chubu region and Tohoku region.

5/90-2/98

Continental Airlines

Regional Sales Manager in Tohoku region.

Opened the Sendai - Guam route and succeeded in stabilization of nine flights from two flights weekly.

4/90

Resigned from the Tokyu Tourist Corp.

7/85-3/83

Tokyu Travel America, Inc

Assistant manager of Los Angeles and South Bay office

Supervised inbound and outbound tour business.

Planned TOP TOURS targeted toward Japan.

Reinforced the strategies of selling JR RAIL PASS in USA and Central and South America.

Planned incentive tours, corporate business trips, and set up the implant office for Nissan Motors U.S.A Inc., SONY, Food (USA) Co. Inc, American Honda Motor Co, Inc., Kubota USA, and Soka Gakkai International-USA. a religious corporation. Especially produced the world convention, 1000 participant scale, in Hawaii, for SONY and under the close relationship with SONY, produced the Central and South America convention in San Diego and Orlando. Promoted the automated reservation ticketing system connecting USA and Japan and installed the intranet system of APOLLO, SABER.

4/83-6/85

Tokyu Tourist Corp.

Assistant manager of the overseas sales department in Tohoku

Developed market of overseas travel in Tohoku region.

Coordinated the International Exchange of Youth Mission sponsored by Miyagi Television Broadcasting Company Ltd. (Guam, Saipan) and tour packages for USA and Europe.

1/80-3/82

Guam Tokyu Express, Inc..

Vice president and General manager of Guam office

Became a member of the board of directors of the Guam bureau and responsible for the sales promotion in Japan.

As a member of the board of directors of the Japanese association in Guam, responsible for the department of the culture. Conducted fall festival sponsored by the Japanese association in Guam and received Ancient Chamorrai Award as an honorary islander from the Government of Guam.

Work Experience

5/77-12/79

Tokyu Tourist Corp., Guam Tokyu Express,Inc.

General Manager of Guam office

Operated inbound business and dealt with a hotel optional tour.

Obtained the IATA license and started a large scale outbound business.

4/68-4/77

Tokyu Tourist Corp., Sendai office

Managed school excursions, domestic and overseas travel, including product planning, sales, and conducting a tour. Especially responsible for the teachers' delegation to overseas, Miyagi prefecture short delegation program by the Ministry of Education, International Exchange of Youth Mission Program, The Ship for World Youth, and other large sized incentive tours.