

Home Address: [REDACTED]

Phone: [REDACTED]

Email: [REDACTED]

**EXPERIENCE:**

- TeamPraxis, Honolulu, HI, *President*** Aug. 2014 – present  
 2008 -- present
- As President, overseeing all operations of the 150 person company.
- TeamPraxis, Honolulu, HI, *VP Product Business*** 2013 – 2014  
 2008 -- present
- Oversaw all aspects of mainland product business including both maintenance of existing business and creation of new, internal venture.
  - Managed Clinical Quality Solution business (80 mainland customers with over 15,000 doctors) through transition from growth to maturity.
  - Built strategy for relationship with Allscripts, our sales and marketing partner, to optimize cash-flow and goodwill.
- Tetris Online, Inc., Honolulu, HI, *VP Product and Strategic Planning and President (Feb. '13)*** 2008 – 2013  
 2008 -- present
- As President, oversaw all operations of the 29 person company.
  - Oversaw the product management and strategic planning of eight Facebook canvas social games including hit game, Tetris Battle, an open-web game site ([www.tetrisfriends.com](http://www.tetrisfriends.com)), and an iOS game.
  - Drove online products to peak of 4M daily active users (top five Facebook developer) and \$4M annual revenue.
  - Led two fundraising efforts, presenting to Sand Hill VCs, Hawaii Angels, and other, independent investors. Raised a total of \$9.1M in two rounds.
  - Drove administrative functions such as M&A activity and IP protection (patent and trademark.)
- Yahoo! Inc., Honolulu, HI, *Director of Product Management, Search (working remotely)*** 2007 – 2008
- Set and executed Yahoo! Japan's top priorities for web search. Coordinated the execution of these priorities with the teams they depend on in Japan and at Yahoo! Inc. in California.
- Yahoo! Inc., Tokyo, Japan, *Director of Product Management, Search (on loan to Yahoo! Japan)*** 2006 – 2007
- Launched social bookmarking product, [bookmarks.yahoo.co.jp](http://bookmarks.yahoo.co.jp), in Japan. Yahoo! Bookmarks overtook the then #1 player, Hatena, within two months to go on to dominate the online social bookmarks market in Japan.
  - Created millions of dollars in value through increased usage of the Yahoo! Japan toolbar and increased usage of web search due to integration with bookmarks.
  - Set product requirements and coached Y! Japan knowledge search team ([chiebukuro.yahoo.co.jp](http://chiebukuro.yahoo.co.jp)). Chiebukuro has since grown in usage to be neck and neck with previously much larger competitor, Goo.
- Yahoo! Inc., Sunnyvale/Santa Clara, CA, *Director of Product Management, Search*** 2003 – 2006
- Became primary product management expert on testing, metrics, and monetization and user experience balance.
  - Built and managed team of three people to own search testing and monetization-related projects for global Yahoo search products reaching many millions of users and producing several billions of page views every year.
  - Developed the product requirements for marketplace design core algorithm for Panama sponsored search platform providing a large increase in both revenue and improved user experience.
  - Launched the most significant redesign to the presentation of the Y! web search results page (SRP) in over five years.
  - Launched three search UI related and three sponsored search system related products for a total revenue increase of 14%, amounting to multi-millions of dollars a year; each product improved user experience.
  - Received 2005 Yahoo! Super Star Award (approximately 40 people awarded in 10,000-person company) for leadership role in applying Yahoo Search Technology to sponsored search in the first deep system integration between Yahoo and the former Overture sponsored search organization.
  - Championed the new SRP design and effected its adoption across the company and globally as a standard.
  - Oversaw the international release of two sponsored search-technologies in the UK, KR, JP, TW, and HK markets increasing annual search revenue between 2 and 4% in each market while improving user experience.
- Spirent Communications, Inc., Honolulu, HI, *Product Management Intern*** Summer 2002
- Standardized and championed a new process for valuing projects and building marketing requirements documents.

- Worked with product managers to build compelling business cases and realistic forecasts for 3G wireless data and IPv6 router testing functionality introductions to Spirent's network testing product line.
- Forecasted incremental revenues for both projects of more than \$45 million over three years and revealed significant option value for follow-on products. Both were accepted by upper-management for development.

**NetDao, Inc. (now Ceno Technologies), San Jose, CA, *Engineering Manager and Co-Founder*** 1999 - 2001

- Managed U.S. operation responsible for core product engineering, U.S. market research, and interface design.
- Built U.S. team, personally recruiting 8 of 12 U.S.-based employees.
- Led a team of four engineers in the design of the company's high-performance messaging core.
- Delivered NetDao's first product, a web-based directory service, to Shanghai operation for deployment on schedule.
- Coordinated product definition decisions with Shanghai marketing operation.
- Built U.S. infrastructure, designing and deploying our IT systems and negotiating for office space and equipment.

**Hewlett-Packard Company, Cupertino, CA, *Software Engineer*** 1998 - 1999

- Owned technical communications with joint development partner, NEC for IA-64 HP-UX project.
- Provided Japanese-English interpretation for technical presentations, engineering discussions, and management meetings enabling greatly increased productivity for the 75-person project.
- Designed and implemented debugging support features for IA-64 HP-UX, critical to hardware bring-up.

## EDUCATION:

**The Anderson School at UCLA, Los Angeles, CA** 2001 - 2003

- M.B.A., conferred June 2003
- Received \$5000 first prize in the 2002 Deloitte Consulting case competition
- Awarded merit-based Anderson fellowships amounting to over 80% of two-year tuition fee
- Anderson Business Honor Society Member (top 15% of class)
- Cumulative GPA: 3.8; GMAT 760 (>99<sup>th</sup> percentile)

**Stanford University, Stanford, CA** 1992 - 1998

- M.S. in Computer Science, emphasis in systems, conferred June 1998
- B.A.S. in Computer Science and Japanese Language, conferred with distinction June 1996
- Cumulative GPA: 3.8
- Honors: Phi Beta Kappa (liberal arts honors); Tau Beta Pi (engineering honors); Japan Studies Scholarship Award
- Teaching: taught four courses in computer science and electrical engineering at the Stanford home campus and at the Stanford Center in Kyoto, Japan.
- Research: investigated the application of speech recognition to foreign language instruction; evaluated the use of Japanese-to-English machine translation for technology research.

## ADDITIONAL:

- **Asian languages and cultural exchange**-- Participated in a number of intensive cultural exchange and language programs achieving fluency in the Japanese written and spoken language and developing the foundations of written and spoken Mandarin Chinese.
- **Community**—Judged the Hawaii High School Business Plan Competition (through PACE) and sponsored activities and donations through work for kids and technology such as the 'Olelo Student Video Competition and 'Iolani Young CEOs'
- **Hobbies**—Providing activities for my 6 and 4 year-old sons, marine reef and planted aquaria, geocaching, personal mobile electronics, Japanese television
- **Lecturing**—Gave lectures on web search to Hawaii companies and colleges