

## CV for Kim Christian Botho Pedersen:

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### Summary:

I have been living in Japan for a total of 15 years. The first 7 years was as a child going to a Japanese public school. From 1998 to 2005, I had 7 years of business related stay in Japan. The first four years as diplomat (commercial attaché) at the Royal Danish Embassy, one year as a manager in a Japanese company, two years with my own company in Japan. I returned to Denmark in 2005, and started my own company in Denmark working with trade between Japan and other countries.

My fluent Japanese language skills combined with deep knowledge of Japanese culture and business etiquette, business practices, makes me the preferred business partner for many Japanese companies.

### Language skills:

Language	Level
Danish	Native
Japanese	Native in speaking, reading and writing
English	Good

### Education:

1997 to 1998	The Danish Export Institute in Herning
1994 to 1996	Århus University – Japanese
1984 to 1986	Århus Business school – HH
1975 to 1981	Japanese primary school

### IT skills:

Applications	<ul style="list-style-type: none"> <li>- Windows from 3.1 to VISTA in Danish and Japanese versions</li> <li>- MS Office (Word, Excel, Power Point, Outlook) from 2.0 to 2007 in Danish, English Japanese versions.</li> <li>- Some image processing</li> </ul>
HTML	<ul style="list-style-type: none"> <li>- Building homepages in different applications</li> </ul>

### Previous and present jobs:

Date	Company	Services, tasks, items etc.	Comments
2005.11 to today	mx2Denmark  Own company In Denmark	<ul style="list-style-type: none"> <li>- Spotting business potentials</li> <li>- Project development</li> <li>- Consultancy services</li> <li>- Establishing and marketing Japanese companies in Europe</li> <li>- Import / export</li> <li>- Translations</li> </ul> Items: <ul style="list-style-type: none"> <li>- Japanese furniture</li> <li>- Japanese gardens</li> <li>- Japanese ceramics and porcelain</li> <li>- Food</li> <li>- Design</li> <li>- Danish breeding pigs</li> <li>- Medical Equipment</li> <li>- Technical items etc.</li> </ul>	Achievements: <ul style="list-style-type: none"> <li>- Coordinator for a Japanese Danish furniture project run by the Japanese governments export promotion organization - JETRO</li> <li>- Establishing of Martok ApS in Denmark – Japanese gardens</li> <li>- Establishing of export of ceramic from Japan to many countries</li> <li>- Establishing initial collaboration between TOTO and Uridan A/S</li> <li>- And much more</li> </ul> Worked / working for: Martok ApS, Quick Pack Co. Ltd., Karimoku Furniture, Med La Vague ApS, Danish Agricultural Council, DMA, Danbred Internetaional, The Japanese Embassy, JETRO Denmark, POS Co. Ltd., F&H of Scandinavia, and many other

2003.12 to 2005.09	mx2 Own company In Japan	<ul style="list-style-type: none"> <li>- Spotting business potentials</li> <li>- Import and marketing</li> <li>- Consultancy services</li> <li>- Translations</li> </ul> <p>Items:</p> <ul style="list-style-type: none"> <li>- Danish exhibition equipment</li> <li>- Other items</li> </ul> <p>Tasks:</p> <ul style="list-style-type: none"> <li>- Establishing the company</li> <li>- Preparing of import documents in Japanese language</li> <li>- Marketing the products</li> <li>- Complaint handling</li> <li>- Writing invoices in Japanese</li> <li>- Price calculations</li> <li>- Creating homepages etc.</li> </ul>	<p>Achievements:</p> <ul style="list-style-type: none"> <li>- Establishing System Standex export to Japan</li> </ul> <p>Import:</p> <ul style="list-style-type: none"> <li>- System Standex</li> </ul> <p>Customers:</p> <ul style="list-style-type: none"> <li>- Biggest companies within rental of exhibition equipment in Japan</li> <li>- Louis Vuitton</li> <li>- Otafuku</li> <li>- Other</li> </ul> <p>Consultancy services:</p> <ul style="list-style-type: none"> <li>- Staff Service – Japanese sake</li> <li>- POS Co. Ltd. – Danish gifts</li> <li>- other.</li> </ul> <p>Translations:</p> <ul style="list-style-type: none"> <li>- Danish Agricultural Council</li> </ul>
2002.10 to 2003.11	NTC Dream Max Co. Ltd. / Uridan	<ul style="list-style-type: none"> <li>- Import and sale, marketing</li> </ul> <p>Items:</p> <ul style="list-style-type: none"> <li>- Uridan water free urinals</li> </ul> <p>Tasks:</p> <ul style="list-style-type: none"> <li>- Spotting the business potential</li> <li>- Selection of importer</li> <li>- assessment of the business potential</li> <li>- contract negotiations</li> <li>- import, sale, marketing</li> <li>- stock control and IT tasks</li> <li>- Preparation of brochures and instructions in Japanese</li> <li>- staff hiring and sack of Japanese staffs</li> <li>- preparation of exhibitions etc.</li> </ul>	<p>Achievements:</p> <ul style="list-style-type: none"> <li>- Establishing Uridans export to Japan</li> </ul> <p>Customers:</p> <ul style="list-style-type: none"> <li>- Three out of the five biggest general constructors in Japan</li> <li>- Railway companies</li> <li>- Chain restaurants like MacDonald's, Skylark etc.</li> <li>- Public schools</li> <li>- Municipality offices</li> <li>- Largest department store</li> </ul> <p>Rated as one of the 100 companies in Japan with largest growing potential in 2003</p>
1998.10 to 2002.09	Royal Danish Embassy, Tokyo	<p>Commercial Attaché</p> <p>Area of responsibility:</p> <ul style="list-style-type: none"> <li>- Consumer goods</li> <li>- Building materials)</li> </ul> <p>Tasks:</p> <ul style="list-style-type: none"> <li>- Market analysis</li> <li>- Matchmaking</li> <li>- Participation in exhibitions</li> <li>- IT etc.</li> </ul>	<p>Achievements:</p> <ul style="list-style-type: none"> <li>- Establishing of some companies export to Japan</li> <li>- Solving problems between Japanese and Danish companies</li> <li>- Arranging of Furniture study tours to Denmark with Japanese buyers</li> <li>- Much more</li> </ul> <p>Customers:</p> <ul style="list-style-type: none"> <li>- Danish and Japanese companies within consumer goods, interior, furniture and building materials</li> </ul>
1994 to 1998	DSSA	Arranging study tours for Japanese people in Denmark within Social Welfare / Employed part time staff as translator, coordinator, driver etc.	Companies and government organizations related to Social Welfare activities
1987 to 1990	Fakta	Store manager	

**Other relevant information:**

2004 to 2005	Publishing of several Japanese language newsletters within themes as "Japanese and Danish common sense and values", "export and import" etc.
1991 to today	IT instructor on different levels and languages, developing databases and homepages in Japanese and Danish language etc.