



Juri Yoshida

**International Motivational Speaker
Certified Trainer and Assessor**

Juri Yoshida's Client Portfolio - TRAINING

Due to the large number of clients, Juri has selected those, which are well known in their respective industries.

Panasonic

Client name: Panasonic
Head quarters: Japan
Company positioning: Parent company Matsushita Industries is a fortune 500. One of the world's largest electronics companies.
Course Attended: Japanese Crash Course for Business
Type of Personnel: Human Resource Managers
Reason of attendance: To understand what the Japanese business culture is and learn how to communicate with Japanese colleagues.

KELLY SERVICES

Client name: Kelly Services
Head quarters: USA
Company positioning: Fortune 500
Course Attended: The Secrets to Increasing Sales
Type of Personnel: Managers, Sales and Marketing
Reason for attendance: To acquire new sales techniques to become more competitive in the industry and to build motivation.

SingTel

Client name: SingTel
Head quarters: Singapore
Company positioning: Asia's leading telecommunications company
Course Attended: Japanese Crash Course for Business
Type of Personnel: Global Sales Team and Team Manager
Reason for attendance: To be more competitive in the Japanese market and to use relationship based techniques to build longer and better client relationships.



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Client name: Olympus
Head quarters: Japan
Company positioning: A world leader in research and clinical microscopes and diagnostic testing.
Course attended: Japanese Crash Course for Business
Type of Personnel: Sales manager
Reason for attendance: To learn more about the Japanese culture and language to be able to conduct business with Japanese clients.

Course attended: The Secrets to Increasing Sales
Type of Personnel: Sales
Reason for attendance: To build relationships with clients for long-term sales.



Client name: TDK
Head quarters: Japan
Company positioning: One of the leaders in New Technologies. Founded in 1935.
Course attended: Expansion into Australia
Type of Personnel: Director
Reason for attendance: Interest to expand one of their subsidiaries into Australia.



Client name: Shell Petroleum
Head quarters: The Netherlands
Company positioning: Fortune 500
Course attended: Japanese Crash Course for Business
Type of Personnel: CFO, Finance Manager
Reason for attendance: To be able to communicate and relate better with their Japanese subordinates.



Client name: NYK Logistics
Head quarters: Japan
Company Positioning: Fortune 500
Course attended: The Secrets to Increasing sales
Type of Personnel: Sales and Marketing Staff
Reason for attendance: To strengthen their sales department and to improve sales.



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Client name: Rolls-Royce
Head quarters: UK
Company positioning: A world-leading provider of power systems and services
Course attended: Achieving Success, Reducing Rejection (in sales)
Type of Personnel: Sales manager
Reason for attendance: To acquire new techniques to be more competitive in regional sales.



Client name: American International Group
Head quarters: USA
Company positioning: Fortune 500
Course attended: The Secrets to Increasing sales
Type of personnel: Telemarketing team, Quality Assurance Trainers, managers
Reason for attendance: To build more confidence in telemarketing sales and to increase sales.



Client name: DRAKA
Head quarters: The Netherlands
Company Positioning: The sixth largest cable manufacturer in the world and the third largest in Europe.
Course attended: The Secrets to Increasing Sales
Type of Personnel: Sales Executive
Reason for attendance: To increase sales in a very price competitive market.



Client name: Duns and Bradstreet
Head quarters: USA
Company positioning: Fortune America's Most admired companies Industry Champion 2008 ranked Number 1.
The world's leading source of commercial information
Course attended: Japanese Crash Course for Business
Type of personnel: Vice President, Directors
Reason for attendance: To improve communication with Japanese counterparts and associates in Japan.



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Client name: Century 21
Head quarters: USA
Company positioning: The world's largest residential real estate sales organization
Course attended: Achieving Success, Reducing Rejection (in sales)
Type of personnel: Sales agents
Reason for attendance: To be able to understand more about new sales techniques.



Client name: Royal & Sun Alliance
Head quarters: UK
Company Positioning: One of the world's leading insurance groups writing business in 130 countries.
Course attended: The Secrets to Increasing Sales
Type of Personnel: Sales
Reason for attendance: To increase sales.



Client name: Molex
Head quarters: USA
Company Positioning: Fortune 629 in 2008.
A leading one-source supplier of interconnects products.
Course attended: Expansion into Japan
Type of Personnel: Sales Managers
Reason for attendance: To be able to do better business with Japanese clients.



Client name: EXFO
Head quarters: Canada
Company Positioning: A global market leader for portable optical test solutions and a leading supplier of protocol and copper access test solutions.
Course attended: Expansion into Japan
Type of Personnel: Sales Managers
Reason for attendance: Being in the Asian region, exploring further penetration into the Japanese market.



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Client name: Key Media
Head quarters: Australia
Company Positioning: A leading organiser of conferences, gala dinners, award ceremonies and events.
Course attended: A leading publisher of specialist industry news magazines
Achieving Success, Reducing Rejection (in sales)
Type of Personnel: Sales manager and executives.
Reason for attendance: To increase sales and improve ability to build relationships with existing clients and new clients for long term business.



Client name: Helsinki School of Economics Executive Education
Head quarters: Finland
Company Positioning: The Top management school in Finland
The Top 40 Management School in the world.
Course attended: Expansion into Japan
Type of Personnel: Managing Director
Reason for attendance: To explore the opportunity to tap into the Japanese market.



Client name: MTU
Head quarters: Germany
Company Positioning: Germany's leading manufacturer of engine modules and components.
Course attended: The Secrets to Increasing Sales
Type of Personnel: Sales
Reason for attendance: To acquire new sales techniques.



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Client name: Cargill
Head quarters: USA
Company Positioning: Cargill is an international provider of food, agricultural and risk management products and services. A Billion dollar company, Cargill is the largest privately owned commodity firm in the world.
Course attended: The Secrets to Increasing Sales
Type of Personnel: Sales managers from several countries.
Reason for attendance: To retain its position in the market and increase sales.



Client name: Singapore Technologies Engineering
Company Positioning: A leading provider of electronics and information communications technologies solutions in the region.
Course attended: Expansion into Japan
Type of Personnel: Managing Director, Directors
Reason for attendance: To build client base in the Japanese market and explore ways in acquiring new Japanese clients.

Course attended: The Secrets to Increasing Sales
Type of Personnel: Managing Director, Directors
Reason for attendance: To further increase market share in the region.



Client name: RHI
Head quarters: Austria
Company Positioning: The world's number one refractories company. One of the largest companies in Austria.
Course attended: The Secrets to Increasing Sales
Type of Personnel: Sales managers
Reason for attendance: To be able to increase sales and acquire new techniques to further increase market share in the world.



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**LEE HECHT
HARRISON**

Client name: Lee Hecht Harrison
Head quarters: USA
Company Positioning: Division of Adecco – A Fortune 500 company
One of the world's leading Leadership consulting firms in the world.
Course attended: The Secrets to Increasing Sales
Type of Personnel: Sales
Reason for attendance: To increase sales.



Client name: Shipco Transport
Head quarters: Denmark
Company Positioning: One of the world's leading neutral Non Vessel Operating
Common Carrier's in Logistics.
Course attended: The Secrets to Increasing Sales
Type of Personnel: Sales Executive
Reason for attendance: To increase sales in the region



Client name: Asatsu-DK
Head quarters: Japan
Company Positioning: Third largest Advertising agency in Japan, ninth largest
advertising agency in the world.
Course attended: Japanese Crash Course for Business
Type of Personnel: Managing Director and Director
Reason for attendance: To be able to communicate better with Japanese clients and
Japanese Management.



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Client name: Goodrich Global
Head quarters: Singapore
Company Positioning: S.E Asia's leading supplier of Interior wall coverings.
Course attended: The Secrets to Increasing Sales
Type of Personnel: Sales Executive
Reason for attendance: To increase sales and build relationships with new customers.



Client name: United Motor Works
Head quarters: Malaysia
Company Positioning: A leading International conglomerate dealing with Automotive, Engineering, oil etc.
One of the largest companies in Malaysia.
Course attended: The Secrets to Increasing sales
Type of Personnel: Sales managers and executives.
Reason for attendance: To be able to increase sales in the Asian region.



Client name: Yamato Transport
Head quarters: Japan
Company positioning: Japan's Number one delivery service provider.
Course attended: The Secrets to Increasing Sales
Type of personnel: Managers and Sales
Reason for attendance: To acquire new sales techniques to be able to continue business with existing clients and acquire new clients.