

August 1980

RESUME

SHIGEO YAMADA

Address: [redacted] Ota-ku, Tokyo

Telephone: [redacted]

Personal Statistics:

Birthdate: April 9, 1921	Height: 5' 4"
Birthplace: Rexburg, Idaho, U.S.A.	Weight: 165 lbs.
Nationality: Japan	Health: Excellent
Married: wife - Sumiko, 57 yrs.	
son - Tadaaki, 32 yrs.	
daughter - Midori, 30 yrs.	
son - Izumi, 27 yrs.	
daughter - Mari, 23 yrs.	

Hobbies: golf, kendo (Japanese fencing)

Education:

1938 - Graduated high school, Covina, California  
1947 - Graduated Keio University, Tokyo, Japan  
Economics major, B.A. degree

Experience:

29 years experience in airlines sales field, out of which 27 years were with Japan Air Lines. Early years spent as salesman in international passenger sales, successively advancing to managerial positions in the head office, managing of overseas sales offices, and finally, to senior administrative positions involving sales planning, marketing, and advertising responsibilities.

Employment Record:

1947-1951: Supreme Command of Allied Powers, U.S. Army  
Occupational Forces, G-2 Section

1951-1953: Philippine Air Lines, Tokyo, Passenger Salesman

1953- : Employed by Japan Air Lines, Sales Administration

1954-1958: Established first JAL office in U.S. Midwestern area; responsible for passenger and cargo sales in 13 Midwestern states.

1958-1961: Head office, General Sales Division, Manager of Agency and Interline Department.

1961-1971: Regional Manager, Southwestern Region, U.S.A.

1971-1975: Regional Sales Manager, Japan; responsible for over 700 million dollars in annual sales of passenger and cargo revenue with a staff of some 850 employees.

JAL { 1975-1978: Regional Sales Manager, The Americas; responsible for planning, sales promotion, marketing and advertising functions of passenger and cargo sales covering North, Central, and South Americas. Controlled total revenue of 250 million dollars annual sales with a staff of nearly 1000 employees.

<sup>1980</sup> 1978-present: Head office, General Sales Division, Staff Vice President.

1980 to present (86) (Pres) Chm. Duty Free Shoppers