

## Contact

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[www.linkedin.com/in/claycook](http://www.linkedin.com/in/claycook)  
(LinkedIn)

[www.militaryautosource.com](http://www.militaryautosource.com)  
(Company)

[www.habu.tv](http://www.habu.tv) (Company)

## Top Skills

New Business Development

Start-ups

Entrepreneurship

## Languages

Japanese (Professional Working)

Thai (Limited Working)

English (Native or Bilingual)

## Honors-Awards

Volunteer of the Quarter - Winter  
Quarter

Letter of Appreciation

Letter of Appreciation

Certificate of Appreciation

8 Hours of Service Award

# Clay Cook

Senior International Sales Executive at G-7. CrownTrading Co., Ltd.  
Yokohama, Kanagawa, Japan

## Summary

As a results-driven regional sales manager with more than 20 years of experience, I take pride in applying business acumen to deliver customer solutions and drive revenue. An enthusiastic leader, I have a passion for people and I am dedicated to building strong relationships with stakeholders and inspiring my teams to implement strategies and continually exceed targets. I effectively assess and pinpoint client needs and market trends, translating them into impactful solutions. Steering a variety of operations, my prior work experience has allowed me to manage projects, lead acquisitions, and consult with a global customer base under multi-million dollar portfolios. I hold in-depth knowledge of the Asian market used to create and implement business strategies across countries while managing global teams. Service and bottom-line results driven, I've had success in attaining new accounts and customers and increasing business opportunities.

Connect with me today to discover how I can accelerate the achievement of your targeted objectives!

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## Experience

G-7.CrownTrading Co., Ltd.

Senior International Sales Executive

June 2019 - Present (1 year 1 month)

Kawasaki, Kanagawa, Japan

G-7. Crown Trading is a multinational company managed by Japanese professionals. Multilingual staffs are employed to facilitate the trade of automobiles to different countries in the world. This is the 19th year our company is engaged in this business.

G-7. Crown Trading holds membership with major auction houses of Japan such as USS, ARAI, TAA, JAA, CAA, HAA and is also able to source brand new and used cars from leading suppliers.

Our company has been verified by the Chamber of Commerce and Industry of Kawasaki in Japan. This is the government controlled body which holds strict regulations to protect the international trade between Japan and other countries. Further, we hold licenses and certificates from other authorities to enable fair trade and to protect the interest of the customers.

Our yard is located in the vicinity of Yokohama port. Centrally located with the major auction houses and operating from the Yokohama port, we are able to offer the shortest lead time.

We encourage our customers to visit us at our facilities in Japan. As we work in partnership with the Prince Hotel Group, our guests who make reservations through us are entitled for a 40% discount.

Our motto is to give the fast and effective service to our customers.

### Military AutoSource

5 years

#### Regional Sales Manager, MAS

July 2015 - February 2019 (3 years 8 months)

Yokota AB, Misawa AB, Yokosuka NB, and Camp Zama, Japan

Increasing revenue and driving sales for FCA (Chrysler, Dodge, Jeep, Ram), Ford, and Harley Davidson across regional locations, I've designed and implemented sales strategies, leading up to 13 individuals and overseeing daily and long-term operations. I've also defined, met and exceeded targets, offering guidance and mentorship to teams to ensure efficiency and productivity. Additionally, I've created a cohesive and collaborative environment across locations.

My key contributions include:

- Ensuring client trust, satisfaction and retention by enforcing high customer service standards leading to sustainable sales figures.
- Maximizing team performance by training employees on issue resolution, products and services as well as guiding customers through the decision-making process.
- Growing sales by 34% and expanding customer base by 26% in two years.

- Building and strengthening relationships with individual units and commands by sponsoring events, donating marketing goods, and volunteering time via our Quality of Life programs.

#### Program Consultant, MAS

March 2014 - June 2015 (1 year 4 months)

Okinawa, Japan

Here, I managed individual sales of FCA (Chrysler, Dodge, Jeep, Ram), Ford, and Harley Davidson on Camp Kinser, Okinawa and improved the skills of consultants through training and mentorship.

My key contributions include:

- Successfully building a strong customer base by spearheading unit briefings and volunteering time and marketing goods for base-wide events.
- Exceeding sales targets and objectives in all categories.
- Receiving “Volunteer of the Quarter Award” Q4 2014 from USO for serving home-cooked meals to servicemen and women.

#### Myland Capital Partners, Ltd.

General Manager, Myland Partners

July 2013 - December 2013 (6 months)

Kuala Lumpur, Malaysia

Myland Capital Partners, Ltd. Is the manager and promoter of New Zealand Land Capital Fund 1, being a Labuan Licensed Private Fund (authorized and regulated by the Labuan FSA).

In this role, I demonstrated strong knowledge of the New Zealand real estate market to steer all operations related to the New Zealand Land Capital Fund allowing investors to access “out-of-phase” real estate assets with strong potential for future capital growth.

My key contributions include:

- Maximizing returns to investors by sourcing and facilitating exit of fund assets over a time period.
- Leading acquisitions of distressed and foreclosure properties and completed basic infrastructure work, applying project management skills.

deVere Group

Financial Consultant

March 2012 - July 2013 (1 year 5 months)

Kuala Lumpur, Malaysia

deVere Group is the world's largest independent international financial consultancy providing expert advice to expatriate clients and investors around the globe. Our commitment to deliver premier, custom built advice to each of our clients ensures that we help them create value and wealth in an otherwise competitive marketplace.

Servicing the financial needs of diverse global clients, I offered a consultative approach and provided information on financial products and services. I demonstrated strong product knowledge to communicate the features and benefits of services to help clients create value and wealth in a competitive marketplace.

My key contributions include:

- Personally building a portfolio with over \$ 6 million USD under management, effectively prioritizing tasks and time.
- Regularly liaising with international investment houses and insurance companies to deliver accurate and effective solutions to clients.
- Achieving client satisfaction and retention by understanding complex needs and communicating with 100% transparency on investments and the investment process.
- Showcasing expertise in retirement planning, education planning, regular savings, asset and wealth management, life insurance, online fund platform, and pension advice planning.

**Habu.TV - Watch Your U.S. T.V. Anywhere!**

Founder Director and SEO Expert

January 2009 - July 2013 (4 years 7 months)

Bangkok, Thailand

Habu.TV is the premier IPTV product for US expats, military members, and professionals who travel extensively and who desire to watch their US TV online wherever they are.

Here, I led all operations for premier IPTV product for US expats, military members and professionals who travel extensively offering US television online from anywhere in the world. My SEO and marketing efforts increased visibility, public awareness and sales of services.

## SGC Infotech

Vice President - Business Development, SGC

September 2011 - December 2011 (4 months)

Bangkok, Thailand

SGC Infotech Limited is a Global Brand Leader and managed/outsourcing business service provider.

While here, employed my business development skills, I expanded opportunities for growth for a global brand leader and managed and outsourced business services in software development, web technologies, computer hardware, software installations, customer service and marketing. I was able to cut costs across multiple areas through outsourcing.

## QuikCash International, Ltd.

Founder Director, QuikCash

January 2000 - January 2010 (10 years 1 month)

Okinawa Japan

In this role, I headed all operations for first ever micro-loan service for Military members in need of financial assistance in Okinawa Japan. I researched and implemented marketing strategies, created proprietary financial network and executed a website development project on time and on budget. In an effort to improve the end user experience, I led a technical team to design and implement effective web user interface.

## Vision One, Ltd.

Founder Director, Vision One

August 1998 - January 2010 (11 years 6 months)

Okinawa Japan

Started from the ground up a Licensed type-2 communications carrier (ISP) in Japan. At V1 we designed, deployed, and managed wireless point-to-point and point-to-multipoint networks for various U.S. and Japanese government projects as well as the first gigabit laser connection in Okinawa, Japan. We were the premier provider of Internet broadband solutions for the expat, Military, and Japanese communities on Okinawa. Offered the most complete line-up of broadband Internet options available from 50 Mbps ADSL, 100Mbps Fiber, to cable and corporate leased-line solutions. We offered the lowest-priced and best calling quality VoIP (IP Phone) solutions thru TeleVelocity. We offered the best Satellite TV on Okinawa with AFN and SkyPerfecTV sales and installation. We partnered and worked closely with

Japan's premier communications providers such as NTT-West, Softbank, Yahoo BB, SkyPerfecTV, KDDI, and TeleVelocity.

Designed and managed complete Data Center (NOC) including mail, web, proxy, back-up, firewall, radius, DNS, and VPN servers using scalable computer networks utilizing Cisco switching and routing, Linux OS, Microsoft, and UNIX platforms.

Designed and implemented terrestrial wireless solutions for Government of Japan and US Military installations replacing legacy networks and acting as back-up and disaster relief communication networks.

Hired and trained Japanese and US expat Staff in all areas of sales and technical support to enable and sustain core viability of company operations.

**ThaiMed International Resources, Ltd.**

Founder Director, ThaiMed International

June 2002 - October 2007 (5 years 5 months)

Bangkok Thailand

Premiere cosmetic medical and surgery center in Thailand, serving international patients.

Conducted initial market research to determine operational and marketing strategies.

Managed website development project - researched, hired, and supervised the design, programming, and SEO firms to ensure completion of project on time and within budget.

Conceived and designed web user interface - supervised project programmer to implement the interactive Customer sign-up and medical questionnaire database administered by secure web console.

Researched, designed, and implemented the creation of the proprietary financial network to integrate with website such as off-shore merchant account, SSL, corporate banking, etc. all with web management login console included.

Developed and maintained crucial relationships with hospitals and doctors in Thailand to ensure core corporate viability.

Researched and developed relationships with hotels, spas, and transportation companies in Thailand.

**Midland National Life**

Insurance Agent

November 1995 - March 1998 (2 years 5 months)

Responsible for not only marketing and advertising, but also sales and account management of new and existing Customers in Okinawa, Japan.

## Encyclopedia Britannica

### Military Sales Manager

January 1993 - November 1995 (2 years 11 months)

Military Bases - Japan wide

Responsible for hiring, training, and managing team of salespeople. Effectively presented and sold printed and digital sets of Encyclopedias to the military community in Japan.

## TRANS WORLD ASSURANCE LIFE INSURANCE

### General Agent

January 1991 - January 1993 (2 years 1 month)

Life insurance company, licensed world-wide.

## United States Marine Corps

### Logistics Engineer and Landing Support Specialist

June 1986 - March 1990 (3 years 10 months)

Okinawa, Japan and Camp Lejeune, North Carolina

The landing support specialist (MOS 0481) performs various duties that support the establishment, maintenance and control of transportation throughput systems on beaches, landing zones, ports (air and sea), and terminals (rail, truck, and container) used in support of MAGTF operations and deployments. They are trained in the doctrinal concepts of landing support and the landing force support party; conducting port, arrival/departure airfield, helicopter landing zone, and rail head operations. The landing support specialist is also trained in the application of Automated Information Systems (AIS) that are utilized throughout the Defense Transportation System (DTS) to track, and interface movement data with load planning programs and joint AIS to support the FDP and E process and In Transit Visibility (ITV) NCOs and Staff NCOs plan, conduct, and supervise landing support operations and training. At the MAGTF level, they assist with the throughput of unit personnel, supplies and equipment. They also assist with the preparation, planning, and execution of strategic mobility plans in accordance with the Time Phased Force Deployment Data (TPFDD) used to deploy and sustain forward deployed forces. At the SNCO level, they will also serve as Combat Cargo Assistants (CCAs) onboard naval amphibious assault ships. MOS 0491, Logistics/Mobility Chief is assigned as the primary MOS upon promotion to Gunnery Sergeant.

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## Education

University of Maryland

Asian Studies, Japanese Language · (1991 - 1992)

Southern Arkansas University

Business School, business · (1990 - 1991)