

JOHN SUMIMOTO

PHD COMPUTER SCIENCE
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International Technology Executive

Acknowledged internationally as the leading expert in retail ERP systems.

A business and technical visionary many times over, brings ideas and concepts through to fruition delivering cutting edge retailer technology solutions that directly impact the corporate bottom line.

Apply dynamic leadership talents to drive operations growth, direct highly complex software projects, initiate targeted strategies, deliver cost-effective solutions, provide world-class client relations, and cultivate a strong brand. A high energy achiever who possesses a commitment to work hand-in-hand with team to get the mission accomplished. Integral leader who provides strong experience in management and organizational development, including demonstrating skills acquired from living and working on 3 different continents and in various cultures. Offer fluency in English, Japanese, and Chinese.

CAREER ACKNOWLEDGEMENTS

"Dr. Sumimoto possesses "the rare combination of talent in software development and knowledge of the retail industry that makes him so critical to our industry."

VP of IS and Technology, Retail Management Systems, Inc. (annual revenue of \$750 Million)

"Dr. Sumimoto's ability to turn novel concepts and strategies into action and success is unique as evidenced by his outstanding track record of successful business results."

VP of Information Technology, Kroger, Inc. (annual revenue of \$40 Billion)

PROFESSIONAL EXPERIENCE

RETAIL MANAGEMENT SYSTEMS, INC., SIMI VALLEY, CA

2004–PRESENT

Supplies Expert System for Program and System Development to the US and Asian retail IT markets.

CTO

Established subsidiary of FURIHARA RETAIL TECHNOLOGY in the US with full P&L accountability for market research, market and business development as well as marketing and sales of retail industry products.

- Conducted due diligence of potential investor that eventually led to entire organization being purchased; decision was based on the solid cost savings and increased productivity provided by POS system.
- Developed an innovative method for customer data access across retail stores in the U.S. for large grocery chain that dramatically increased the speed of data access among retail stores, allowing for more rapid customer service and increased customer satisfaction.
- Successfully provided sales, consulting, project management, and deployment of retail management solutions worldwide for Neiman Marcus with a project volume of \$7 Million.
- Designed "Commerce Management Suite" and supervised a team average of 23 designers and developers in India to implement an ERP solution for Japanese market. Application supported entire supply chain including POS, eCommerce, Accounting, CRM, WFM, data security, and Loss prevention.

FURIHARA RETAIL TECHNOLOGY, TOKYO, JAPAN

1998–2004

President / CEO / Managing Director (2001–2004)

- Increased annual revenue by 400% after 3 years, while achieving net profit margins of 38% annually.

	Year 1	Year 2	Year 3	Total
Sales Revenue	\$40M	\$65M	\$115M	\$160M
Net Profit Margin	24%	28%	38%	