

Satoshi Kawase

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Experience

2008 -present

McKinsey & Company
Associate

Germany / Japan

Served the top management of Fortune 500 clients in the USA, Europe and Asia covering strategic and operational issues in telecom and high tech
Advised on strategic issues through data-driven analysis

- Modeled M&A scenarios for radiology factories with sales of ~\$200M. Conducted due diligence, valuation and investor scan
- Delivered a \$100M capex strategy to accelerate rollout of next generation broadband network to capture 1 M new subscribers nationwide
- Codified and published key success factors for the smart phone market by benchmarking key mobile ecosystems, e.g., AppStore, Android market

Led client teams in problem solving and implementation

- Structured weekly client team workshops which identified ~\$10M in cost savings and ~\$5M in untapped synergies in high-tech R&D pipeline
- Advised senior management of \$15B telco operator on organizational redesign impacting ~6,000 employees nationwide

Developed senior management communications

- Organized roundtable attended by CEOs representing European subsidiaries of Nikkei 225 companies in automotive, electronics, and construction sectors

Summer 2007

Lincoln Crown & Company
Summer Associate

Singapore

- Australian boutique investment bank and private equity fund specializing in mid-market media buy-outs in ASEAN. Worked on valuation and due diligence
- Valued acquisition targets for MSN Asia Pacific. Advised on strategic implications and earnings potential. Led to a \$5M buyout

2001 – 2006

Panasonic Communications Company
Product Manager (2003-2006), **Software Engineer** (2001-2003)

Japan / United States

Headed global product development of mobile software responsible for 8 engineers and \$5 M budget. Managed a global engineering pipeline

- Developed VAS platforms, which enable applications to run on mobile handsets, e.g., NTT Docomo iAppli, deployed to ~40 M users in Japan
- Streamlined software license procurement resulting in a \$30 M cost reduction
- Managed global vendor relationships with Hitachi, Intel, and NTT Docomo
- Increased efficiency and output quality of research for labs in US and Japan
- Led research initiatives and developed new features and applications for handset prototypes and PBX systems

Education

2007

INSEAD

France / Singapore

Master of Business Administration. GMAT: 720. Elected to Student Council. Member of Media club, Entrepreneurship club, and Barbarians Rugby team

1998 – 2001

Johns Hopkins University

United States

Bachelor Science Computer Science. Concentration: Game theory. Contributed to the Linux project through a kernel patch downloaded over 10 million times. Council member of Sigma Alpha Mu fraternity

Personal

- English (native), Japanese (fluent), Spanish (beginner)
- Authored screenplay (Superpowers, 2006) produced into a Tische student film
- Varsity track and field. Iron Hills conference all-state. Aspiring sky diver
- Japan and US national. 31 years old

Appendix: Major consulting engagements

Industry	Location	Engagement objectives	Contribution to team
High tech	USA / Germany	<p><i>Delivered long-term strategy for radiology equipment factories</i></p> <ul style="list-style-type: none"> • Evaluated attractiveness and viability of M&A scenarios • Explored alternative sourcing opportunities e.g., competitor, low cost country • Identified cost savings from operational leaning 	<p><i>Provided financial analysis to assess potential M&A</i></p> <ul style="list-style-type: none"> • Modeled M&A scenarios e.g., plant divestment, JV investment • Reconstituted historical financial data • Conducted due diligence, valuation and investor scan
Telecom	Philippines	<p><i>Advised on a broadband strategy for a telco operator</i></p> <ul style="list-style-type: none"> • Evaluated attractiveness of broadband projects, e.g., next generation network upgrade, greenfield rollout • Systematized product development process • Reconciled competitive and regulatory pressures 	<p><i>Evaluated attractiveness of broadband projects and delivered capex strategy</i></p> <ul style="list-style-type: none"> • Assessed financial and performance tradeoffs of broadband technologies, e.g. DSL, 3G • Modeled forecasts for broadband market share and ROI • Formulated game-theoretic approach to competitive response
High tech / Telecom	Sweden	<p><i>Codified and published firm knowledge on mobile internet industry</i></p> <ul style="list-style-type: none"> • Examined drivers of mobile internet growth globally • Investigated consumer usage and spending habits • Explored implications for incumbent mobile players e.g., smart phone makers, operators, content providers 	<p><i>Explored key success factors for smart phone makers</i></p> <ul style="list-style-type: none"> • Collected best practices in technical development • Benchmarked key mobile ecosystems, e.g., AppStore, Android market • Formulated requirements for successful go-to-market
High tech	Sweden / Japan	<p><i>Delivered cost reduction strategy for a mobile handset R&D division</i></p> <ul style="list-style-type: none"> • Established innovation and cost targets • Generated implementation plan for transformation • Identified cost reductions and synergies 	<p><i>Led client team to identify cost reductions and synergies</i></p> <ul style="list-style-type: none"> • Structured weekly client team workshops to reengineer R&D processes • Guided prioritization of core vs. non-core innovations • Provided expertise on smart phone technologies
Telecom	Indonesia	<p><i>Consulted telco operator on reorganization program</i></p> <ul style="list-style-type: none"> • Assisted org redesign to achieve strategic objectives • Set optimal headcount targets • Instituted reorganization architecture, e.g. transition timeline, project management office, governance 	<p><i>Led client team to redesign org structure</i></p> <ul style="list-style-type: none"> • Built consensus on long-term strategic objectives • Diagnosed pain points of existing org structure • Counseled stakeholders on redesign process
Various	Belgium	<p><i>Created a forum for CEOs representing European subsidiaries of Nikkei 255 companies in automotive, electronics, and construction sectors</i></p>	<p><i>Organized roundtable agenda items</i></p> <ul style="list-style-type: none"> • Consolidated content for information session • Designed interactive modules to spur discussion • Coordinated high level logistics and event preparation