



## Haru Sato

Associate

Haruhisa Sato brings 35 years of experience in successful account and sales management to his partnership with ValueSelling Associates. A proven business leader, he guides both manufacturing and IT solution sales teams to drive consistent sales performance. Mr. Sato is passionate about sharing his knowledge so that forward-thinking firms can increase their sales potential.

He was first introduced to ValueSelling during his 10-year career at Gartner, Inc. As Vice President of Japan Sales, Mr. Sato developed IT and marketing strategies for Japanese blue-chip firms. By adopting the ValueSelling Framework® and completely integrating the methodology, his team achieved consistent 115% year-over-year business revenue growth. Awarded for his business acumen, Mr. Sato's top sales honors include the Top Achiever Award and the #1 Continent Award for research and consulting and total business revenue. This achievement, the first on record for Gartner Japan, is recognized as Gartner's Triple Crown.

Mr. Sato has an intimate knowledge of the Japanese market as well as strong professional relationships with over 1000 C-suite decision-makers. He brings his vast network and joins the APAC team as a Managing Partner, expanding ValueSelling's global reach with instruction and delivery in Japan.

He earned a BSE in Mechanical Engineering at Nihon University and is a nationally certified Career Consultant. Mr. Sato is based in Tokyo where his passions include cycling, tennis, and spending quality time with family.

### Contact:

+81 42 491 8265  
haru@valueselling.com  
Connect on LinkedIn



valueselling.com

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