

Shoichiro Tanaka

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Summary

Shoichiro Tanaka started his business in 2006 when he was in law major of the University of Tokyo. 2018-2020 he was the most youngest public company director in Japan out of 45000 directors among average 63 years old guys. He has several investment experience into VLC Holdings, Cybergym, CEL, GFX and got exclusive reseller of ImmuniWeb Japan. Awarded No.1 prize in APAC managed security consulting domain by Enterprise Security Magazine, US in 2020. In March 2022 he is certified by FSA, government as qualified institutional investor in Japan.

TANAACK® specializes shareholder's value enhancement hands-on with Growth-as-a-Service: HITSERIES™ DevOps, RevOps and EquityOps. Especially for Fortune 500 in-house startups to migrate R&D fruits into cloud-native scalable business.

<Business Experience>

- Public Company Director Experience, IPO
- Running international law firm in TANAACK group
- Qualified institutional investor in Japan under FSA, government financial agency
- Cross boarder M&A, PMI, legal negotiation

<Engineering Experience>

- Microsoft Azure/Amazon AWS/Google Cloud Platform/Salesforce Cloud
- OSS like Docker, Kubernetes, Openshift, Github
- Cloud defined network, container based application, distributed DB skills
- WebApp, MobileApp, Connected IoT
- java, python, C, html, css, php, javascript, jquery, flutter

-data science, linear algebra

<Regulation&DevSecOps>

- US SEC, FINRA, AML, KYC
- NIST SP800 / ISO27001
- OWASP WEB Top10/Mobile Top10/IoT Top10
- MITRE ATT&CK
- Microsoft STRIDE
- TLPT /Threat Hunting/ Red Teaming
- DevOps, CI/CD, Container-based development

<Language>

Japanese Native

English Professional TOEIC 940

<主要実績>

- 15年間で130社の新規事業創業。
- 2社のエグジット実績、5社のM&A実績
- 上場企業取締役最高技術責任者(CTO)経験 (2018年当時国内最年少上場企業取締役)
- 適格機関投資家個人登録

Experience

©TANAACK **Chairman & Chief Executive Officer**
TANAACK INC

Jul 2013 - Present (8 years 10 months +)

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Japan and SouthEast Asia VAR

ImmuniWeb

Feb 2019 - Present (3 years 3 months +)

ImmuniWeb SA (Geneva, Switzerland) and TANAACK K.K. (Tokyo, Japan) have a strategic business partnership in Asian countries region to deliver very best solution for attack surfacemanagement and application security testing. Tanaakk first introduced ImmuniWeb® into Japan in Feb 2019. In Nov 2020 got No.1 prize around new customer acquisition among Asia-Pacific Area Cybersecurity companies. Awarded by Enterprise Security Magazine/US.

スイス イミュニウェブと2019年2月に国内独占契約締結。2年間で国内30社の販売代理店獲得、300社の販売実績。2020年にアジア太平洋地域セキュリティコンサルティング顧客獲得No.1を受賞。(米 EnterprizeSecurity社)

Microsoft Partner Network

Microsoft

Sep 2021 - Present (8 months +)

Tanaakk deliver Azure integrated SaaS DevOps platform for global cusotmers as HITSERIES growth-as-a-service.

2021年9月よりマイクロソフトパートナーとしてMicrosoftAzureをはじめとしたクラウド基盤およびデータアナリティクスソリューションを提供。

CEL Founder & Chief Executive Officer

CEL LTD

Sep 2018 - Jun 2021 (2 years 10 months)

Founded CEL and successfully exited the company of \$2M ARR multiple 10 value in 3 years. Brought ImmuniWeb®, the award winning AI application testing platform from Geneva, Switzerland. Made company No.1 account growth company in 2020 Asia pacific area. Top10 Managed Security Services APAC2020-Enterprise Security Magazine. Successfully exited the company on June 2021.

株式会社CEL創業・代表取締役。AI脆弱性診断で国内リーディングカンパニーに。初年度グループ売上1億5000万円、2年目グループ売上2億5000万円で黒字化。後継の後輩エンジニアにCEO引き継ぎでエグジット済。

Founding Member/ Japan Business Development Expert

InfiniumOne Capital Limited.

Aug 2018 - Dec 2020 (2 years 5 months)

GFX Foundation Ltd. Founded on 7th Aug in Singapore. Fundraised US\$6M and successfully exited at value

of \$100M. Delivered retail industry blockchain-based application as CEO of GFX , Infinium One Group. Lead ICO in Taiwan and product strategy.

シンガポール企業。ブロックチェーンを応用したリテールテックアプリの開発および販売。GFX部門CEOとして台湾にてICOおよびプロダクト戦略に従事。\$6Mの調達、時価総額100億円でエグジット。

Director of SCH, US Vice president

CybergymIEC

Dec 2018 - Jun 2020 (1 year 7 months)

Served as investor and director of CYBERGYM US (New York). Delivered ready-made incident response training environment in 8 countries, especially made for OT (operational technology) Industries.

イスラエル電力公社のインシデントレスポンストレーニングシステムへの投資および販売流通。米国ニューヨークマンハッタンにトレーニングセンターを設置。ConEdisonなどに講座販売。US CEOとして従事。

Director, Chief Technology Officer

Vlc Holdings Co Ltd

Jun 2018 - Jun 2020 (2 years 1 month)

Japan Public company (NSE 2467). Joined as board member for strategic investment. Accounted US\$20M into overseas cybersecurity companies and pivoted existing domestic ISO27001 consulting service into cross-boarder cloud security business. Youngest public company director and made +34% annual revenue growth and +100% shareholder value in two years.

名証セントレックス上場の株式会社バルクホールディングス (NSE 2467) 取締役最高技術責任者 CTO。Pマーク、ISMS認証取得国内シェアNo.1企業から、クラウドサイバーセキュリティ事業への投資と事業転換を実現。就任中に年商+34.2%増。

Inside Sales Executive

Palo Alto Networks

Aug 2014 - Dec 2014 (5 months)

Outbound strategic account deal generator. Brought \$200K revenue and 100+ deal pipeline added up to \$1M in 5 month. Quit because monthly commission policy was changed after on-boarding.

米セキュリティ大手のパロアルトネットワークス。アウトバンドコールで5ヶ月間で2200万円の売上、100件1億円の案件創出。

©TANAACK Founder

TANAACK INC

Dec 2006 - Jul 2013 (6 years 8 months)

Shoichiro Tanaka started TANAACK on 1st Dec 2006 and enrolled TANAACK K.K. on 3rd July 2013. 2006年12月に個人事業創業、2013年7月に法人化

Sales Executive

HP Autonomy

Mar 2012 - May 2013 (1 year 3 months)

Hi-Touch Executive Sales. Brought \$1M revenue in 1 year by own C-level network. Generated deals without any leads from company. Sold AI driven E-Commerce A/B testing tool, Optimost and CMSTeamsite, e-discovery IDOL & Iron mountain of Autonomy HP.

AIエンタープライズ検索/マーケティングテック/eDiscovery大手、英オートノミー社のセールスエグゼクティブとして1年間で1億円の売上創出。リテール企業の役員および社長、会長クラスへのマーケ

ディングオートメーションソフトウェアの販売。当時市場最高額で米ヒューレットパッカードがオートノミーを買収。

Inside Sales Executive

SAP

Jul 2010 - Feb 2012 (1 year 8 months)

Outbound strategic account deal generator. Brought \$10M deals pipeline by cold calling. Sold SAPHANA, SAP ERP, SAP BusinessObjects, SAP CO2 Dashbord.

企業むけERP、BI大手、独SAPの日本支社にてアウトバンドコールで年間10億円の案件創出。中堅規模のグローバル製造業を対象。

Education



The University of Tokyo

Bachelor's degree, Law

2006 - 2010

The Kaisei Academy

2003 - 2006

One of the top tier high school in Japan.

Licenses & Certifications



TOEIC 940/990 Test of English for International Communication - ETS



Books:キミコス 2nd Impact ・ 体をゆるめるMBA - TANAAKK INC

Skills

Shareholder Value ・ Chief Technology Officer ・ Business Development ・ Direct Sales ・ ImmuniWeb ・ Red Teaming ・ TOEIC 940/990 ・ Enterprise Security

Honors & Awards

Managed Security Services APAC2020-Enterprise Security - Enterprise Security

Magazine US

Oct 2020

Won the prize of Top10 Managed Security Services APAC2020-Enterprise Security