

Troy Fowler, Phd

Yokohama, Japan/Leavenworth, WA, USA. Phone: +81 80-4145-1061. Email: fowler.troy@gmail.com

- PROFILE** An international sales and marketing professional specializing in business development, energy commodities trading, and environmental science.
- EDUCATION** **YOKOHAMA NATIONAL UNIVERSITY** *Yokohama, Japan* | 2004 - 2008
PhD in Environmental Systems researching urban micro-climatology ("Urban Heat Islands")
- CALIFORNIA STATE UNIVERSITY, HUMBOLDT** *Arcata, CA* | 2002 - 2004
Masters of Science in Environmental Systems, International Development Technology
Researched economics of small scale solar and wind power systems
- UNIVERSITY OF THE PACIFIC,** *Stockton, CA* | 1995 - 1999
Bachelor of Arts, International and Regional Studies
- EXPERIENCE** **ITOCHU Corporation, Energy & Metals Division Company** *Tokyo, Japan* | 2007 - now
Leader, Marketing & Sales, Nuclear Fuel Group 2010 - now
- * Directed sales, marketing and contract administration for nuclear fuel (uranium, conversion and enrichment) to Japanese utilities. Managed nearly €250 million in annual enrichment sales, and executed nearly \$60 million per year in uranium trades.
 - * Designed sales strategies to increase market share for uranium enrichment services in a very competitive market.
 - * Maintained close customer relations with all Japanese utilities while navigating cultural gaps and orchestrating supplier actions to Japanese-specific customer needs.
 - * Coordinated a wide range of supplier and customer responses to distressed contracts (force majeure declarations, delivery cancellations, alternative payment schemes) caused by the March 2011 Fukushima-Daiichi nuclear disaster. Focused efforts on maintaining present and future income during widespread market contractions. Successfully retained approximately €80 million in sales in the 18 months after the 11 March disaster using a range of negotiation tactics.
 - * Coordinated winning responses against tight deadlines and across various teams (legal, risk, finance, commercial, management) to respond to uranium fuel purchase tenders.
 - * Organized and facilitated executive level exchanges between Western nuclear fuel suppliers and local utilities in Japan.
 - * Designed rapid yet covert sales, purchase and loan strategies for U3O8, UF6, and SWU that required working within complex technical, commercial and legal limitations.
- Marketing Manager, Crude & Fuel Oil Section 2008 - 2010
- * Sales agent for term contract crude oil sales into Japan and South Korea.
 - * Managed market exposure and risk for a \$230 million JV designed to adjust credit terms on multiple crude oil cargoes using different pricing mechanisms.
 - * Six months in Singapore handling vessel operations, sales and marketing and contract administration.
- Analyst, Brazilian Sugarcane Bio-ethanol Section 2007 - 2008
- New United Motor Mechanics Inc.** *Fremont, CA* | 2001 - 2002
Translator/Interpreter (JPN<>ENG)
- * Translator/interpreter. Paint and Assembly divisions of US-based Toyota auto plant.
 - * Familiar with Toyota Production System, manufacturing quality, Root Cause Analysis, process standardization, robot installations and industrial machinery.
- ProZ.com** *Oakland, CA* | 2000 - 2001
Community Manager
- * Cofounder for ProZ.com: the world's leading online translation workplace and community.
 - * Started this profitable internet venture together with the president during the start-up phase.
 - * Secured nearly \$80k in crucial advertising sales and established five marketing Joint Ventures during the company's first year. Contributed to membership tripling in less than 12 months.
- Yokohama National University** *Yokohama, Japan* | 2004 - 2008
"Monbusho" (Japanese government fellowship) PhD Scholar
- * Analyzed relationships between morphology of urban districts (size, distribution and orientation of buildings, trees and roads) and inner-city ventilation / temperature profiles.
 - * Organized and executed four year's worth of wind and temperature measurements at varying ranges of spatial and temporal resolutions (street level, city-block level, regional level; 24 hours to several months), and with varying types of data acquisition and output.
 - * Cooperated with nearly 30 private and public stakeholders (public middle schools, and railway operators) in the planning and execution of temperature data acquisition.
 - * Research activities required processing large sets of wind and temperature data, spatial analysis of urban morphology using GIS, processing 3D laser point data acquired through remote sensing, and georeferencing across multiple data sets.

SOFTWARE GIS (ArcView 9.0); ArcMap; MATLAB; familiar with VBA, SQL, CFD and spatial analysis applications.

AWARDS & QUALIFICATIONS

ProZ.com Hall of Fame: Honored by a former employer in the for exemplary service 2011
(<http://www.proz.com/hall-of-fame>)

Japan's Official Skill Test in Accounting, Level 3 (*Boki-Kentei 3-kyu*) 2009

Japanese Language Proficiency Test, Level 1 (*Nihongo Noryoku Shiken, Ikkyu*) 2005

Citizen Panelist, Yokohama 20 Year Vision Project 2005
Chosen out of 180 applicants to represent local citizen opinion to Yokohama's municipal government to draft the city's 20 year general vision.

PUBLICATIONS

The Affects of Downwind Roughness Element Morphology on Pedestrian Level Wind and Thermal Environments in Urban Street canyons. Architectural Institute of Japan, Journal of architecture and planning, Vol 73, No. 624, March, 2008

Designing land use patterns to mitigate the urban heat island phenomenon in consideration of ocean wind flow and open space voids. Architectural Institute of Japan, Journal of architecture and planning, Vol 74, No. 644, October, 2009

PRESENTATIONS

Urban Form and Temperature: Heat Island Research in Yokohama, Japan
2006 ESRI User Conference *San Diego, CA | 2006*

The Urban Heat Island in Yokohama, Japan.
Kanagawa University, Architectural Institute of Japan annual conference proceedings
Yokohama, Japan | 2005

INTERESTS

Running. Tae Kwon Do. Languages: Japanese fluent written and spoken; limited knowledge of Spanish and Italian.