

## **Brief Biography:**

Kamal Elkhaili has his bachelor and Master of Information & Communications Engineering from The University of Electro-Communications in Japan. Recently he completed his MBA program at McGill University (Japan Program).

He started his career as a software developer at NEC. During his time at NEC he was part of a team in charge of SIP applications deployed by Service providers. During the last two years at NEC, he was in charge of product marketing of NEC communication products at global markets.

After NEC, Kamal joined Verizon in Japan as a solution architect. During his time at Verizon he was in charge of Japanese large enterprises.

Kamal shifted from Engineering to Sales when he joined Cisco as Sales for Collaboration products to Education, Healthcare, and Local and Central government customers.

He is currently leading the Professional Services Sales team for NetSuite products at Oracle Japan. Kamal speaks Arabic, Berber, English, French, and Japanese.

### **1. Why do you want to join MBC-J's board?**

The fact that I want to give something back to both my country Morocco and also the country where I had my university studies and also professional career (Japan), is what motivates me to join MBC-J board. I hope I can be of help to work with the new members of the board to build on what is accomplished by the previous boards and to also strengthen our foundation for the future boards. I also think that this experience will help me develop new skills that can't be developed within the corporate world. The learning experience from both the board and the members will be great.

### **2. What specific skills, experience or networks do you think you could bring to the table in order to help MBC-J move forward on its goals?**

Although my professional career experience in Japan is short. Within these 12 years, I was able to manage and work with customers from multiple industry and of different sizes. I am looking forward to leveraging my experience as a sales person for both the public (education, healthcare, local gov, central gov) and private sectors (SME and large enterprise) here in Japan, to assist the team while trying to work or provide our consulting services to multiple Japanese partners and companies.

I am also a member of both ACCJ and CCCJ. I am looking forward to connecting with these well-established organizations to learn from their experiences. We can also use these organizations to increase our network and reach within Japan.

I also recently completed my MBA program, I hope this could also be a great experience to put the learning through the MBA program into action at MBC-J. I am looking forward to challenge multiple ideas within the board and with the members. I am fully confident that there's a lot we can do as MBC-J and there are a lot of opportunities out there that we can help with. and I am fully committed to work with the board and the members to take MBC-J to the next level.