

Top

TOP TOP

Special feature  
FEATURED

Serialization  
SERIALIZED

Video news  
VIDEO NEWS

My JATCO Top >Special feature >External mindset recommendation Season 2 Do what you want to do Sales Department Mikako Fukasawa

Vol. 16 / 2022.4 April issue

Special feature

NEW

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ENGLISH



# External mindset recommendations Season 2 Do what you want to do Sales Department Deep Mikako Sawa

From the person who works with the External mindset, the attitude and my "Recommendations for the External mindset" to let us know your mindset. Lini from the new year It will be reopened after a trial. For Jatco, show off your External mindset for work There are many people who are enriching their lives. For people of a wider range of fields and ages I would like to excavate and talk to you.

After the renewal, we will start with an interview with Ms. Mikako Fukasawa from the sales department. The first sea in Jatco as a woman at Jatco Thailand (JTL) for two years from 2012 From Mr. Fukasawa, who has been assigned to an outside office, his own mindset centered on his overseas experience. I asked about it.



Mr. Fukasawa: At the beginning of the interview, "External orientation for you, External

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1



2021 new company

Member introduction

2021.06.18 | Special Feature

2



My JATCO popularity note

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3



Know about sleep

Cormorant

2022.03.17 | Serialization

Four



DX recommendation committee special selection!

FY21 DX item

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Five



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## INFORMATION INFORMATION

**Jatco**

**f Jatco**  
The mission is passion.

What is the mindset? ", But it doesn't come very well.

was. I said, "To do and acquire tasks for what you want to do.

As a result of continuing to do this, there is now. "

There is no such thing. But I would be very happy if my experience would be helpful to you.

I think.

## The door to overseas has opened

From the time I joined JATCO, I wanted to work abroad. Joined the company

At that time, Jatco had a business in Europe with Volkswagen and others, and that was

I wanted to do it and wanted an overseas sales department. But at that time, JATCO's sales were

90% for domestic and 10% for overseas, few people are working overseas, overseas

The number of assignments was also limited.

I was doing office work in the overseas sales department without having the opportunity to go abroad, but I went to a new office

I had the opportunity to talk to the officer in charge, and I've always wanted to work abroad.

I told you. Then, the officer in charge is a person with abundant overseas experience and "future resident situation

Let's create a system for supplementary training. "

He launched the program. She was the first to speak to her when she was decided

I had you choose a person. After that, about 4 people including me participated in the program.

I think I added.

The program is to work while studying abroad at overseas universities, etc., and the ratio

Is 50% each. When I joined the program in 2003, I was for Chrysler

Since I was in charge of the business, I will study abroad while proceeding with the work in the United States.

It was decided. I was 30 years old.

## A + from decline recommendation

The training program was held at JATCO US Company (JUS) for half a year.

My job was to ship orders for prototype CVTs for Chrysler. Ford and

There was also a business talk with GM. Also, to exhibit at the Detroit Motor Show

You can even drive a manual truck to bring the transmission to the venue.

did.

As for studying abroad, I was originally in the English department at high school, so it wasn't a language training.

I was given the task of taking 10 credits at the University of Melika. I chose

There were three subjects: marketing, American business, and communication. degree

I was the only Japanese person in this subject, but the hardest part was communication.

It is a class of. He was able to read English, but he was a little poor at speaking.

So, at the time of the second class, the professor said, "Because you can't keep up with this class.

Isn't it? Why don't you decline?" But the company

I can't stop before I take the course because I have to pay the cost. "what

I asked if I could continue, "and let me continue. Issued

Desperately clearing the tasks, getting applause from everyone in the final presentation, grade

I was able to earn credits for A + grades.

When I consulted with my classmates about the other two subjects, "How can I improve my grades?"

I was told, "You read the textbook carefully," so I wrote a textbook like a dictionary, "Americans are 1

If you read it twice, you have to read it three times. "

I was able to graduate at.



At the Detroit Motor Show

## You will be able to make the right decisions

I wanted to work abroad, but until then I had the experience of living alone overseas.

I was worried because I didn't have it. The surroundings were also tough. I have no driving experience abroad

When I arrived at the site, I was told to rent a car at the airport and come to JUS.

I was told to remember the 45-minute road from JUS to Chrysler in one go. Will you die

I thought.

I have been assigned to Thailand for two years from 2012. The mission is Jatco Thailand

It was to start (JTL) from scratch and get it on track. Construction started from a vacant lot,

We do a lot of interviews and hire more and more local staff. Not training

Yes, it was hard work as a real expatriate, but the rigorous experience in the United States helped me.

I think it was. Of course, I have learned a lot in Thailand.



At Jatco Thailand under construction. "Find Mr. Fukasawa"

## Working abroad allows me to see things from different directions

became. From a broad perspective by touching a different way of thinking and learning the background I feel that I will be able to make a decision. Now gender equality, or a little more female By the time I was in my twenties, women were making tea. a bit When I say an opinion that seems to be an opinion, it was also an era when I was beaten by just saying "cheeky". rice field. However, I thought that it wouldn't change if I kept silent, so I made an effort to convey my thoughts, and now I am I am now able to give opinions based on my experience. The hard experience is my judgment and intention It will boost your look. Be confident. Overseas experience is important for my skill development It became one of the foundations.

## A world opened by children

I married a Thai husband I met at JTL and a girl was born at the age of 42. Child is raw In the meantime, a completely different world has opened up. Is it the moment you have a child? Suddenly, even the child is cute, the animals are cute, and the plants are cute. Until then It feels like my sleeping maternal instinct has awakened at once. And the tears are fragile rice field. It's just my story. Embarrassingly after 40, "Sustainable world The world needs a cycle of families and children." "Children are a national treasure." I was able to understand it.

Friends and acquaintances can just talk about their children in a funny and funny way. Everyone seriously teaches me the joy and fun of being born. Could not. I've never been so much needed in my life and I'm purely I don't think I was talked to. Learn from your child, let them learn I get a lot of things, and when I'm reborn next time, I'll be a mother with lots of children.

I want to.



When my daughter was 8 months old

I am looking forward to taking care of my grandchildren in the future. Maybe I work after retirement

I think it will work as much as possible. At the age of 80, I will work if I can balance while taking care of my grandchildren. ancestor

The time may come when we can do that.

## To-do list

When I was in high school, I got lost in a collision with my parents who said, "Don't go to college and become a civil servant."

When I was there, I told my teacher, "The best filial piety is to do what you want to do."

I still remember being able to do it. The regrets I didn't do are greater than the regrets I did

I thought it was certain, and I was steadily doing what I wanted to do.

I "take external stimuli, absorb them, and constantly update myself."

I like. She learned Thai after she was 40 years old, and now the only conversation between her husband and wife is Thai.

I learned bookkeeping when I was on maternity leave, and for the last few years I started investing in Forex and stocks. All of them

Not only was it useful for me, but it changed my way of looking at things.

And the field of view expands. Every day, first thing in the morning, the results of foreign exchange and US stock prices, and the country

I started to watch the situation. Always update yourself. This is my

It may be an External mindset.

I have a 10-year list of goals I want to achieve in my life. "Building a house in Japan

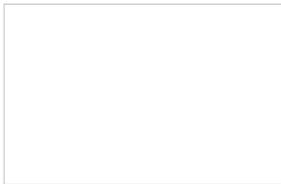
"Ru", "Buying a house in Thailand", "Living with three family members", etc.

However, some are still working hard. Removed goals from the list and made new ones

When a goal comes out, I add it and always chase about 10 goals. Those eyes

Just looking at the sign makes me feel excited. And "What should I do now?"

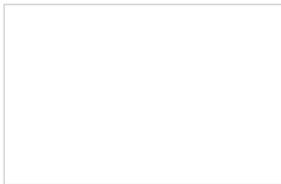
I always keep thinking "How about?"



**Recommendation of External mindset Nobuyuki Yoneyama:**  
**Information is valuable only when it is connected.**

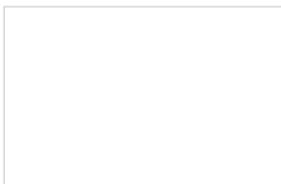
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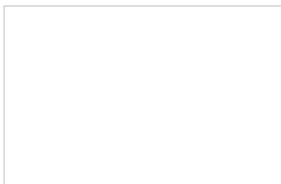
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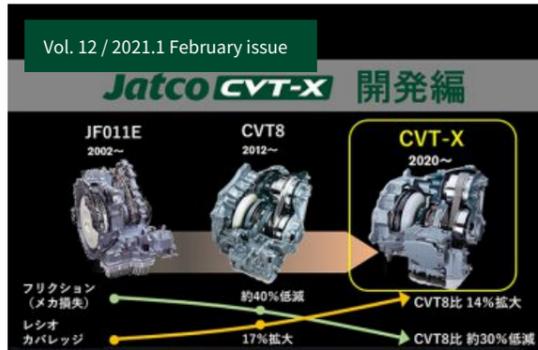
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