

Alan K. Maeda
SCU Law, 1988

Upon graduation from SCU Law in 1988, Alan joined a law firm in Hawaii where he identified the need for leadership and resource management skills to be able to develop the proper support and service offerings required by his clients, but more importantly to have his clients view his firm as a true business partner. Recognizing the importance of business and leadership skills development, Alan left his law firm to take on various positions in sales, operations, finance and business development in diverse retail and wholesale industries. As one of his projects, Alan created a legal and business training program for the Seiko Epson group's senior executives and managers posted in the US from Japan, and was eventually asked to join as in-house counsel to assist with global contract negotiations with customers including Motorola, Apple, Qualcomm, and IBM. At Seiko Epson, Alan developed an internal resource management program where the legal team worked with the sales, finance, and operations departments to create virtual teams with in-depth business knowledge to handle complex business transactions. Alan then took a position as Senior Director, Contacts and Business Processes for Oracle Japan in Tokyo where he created a similar program to train his 35+ member team to develop leadership and resource management skills to work with the relevant business units as well as counterparts in Australia and US to complete contracts representing over \$1 billion of sales. Currently, Alan continues to work with companies in the Asia Pacific region to develop and recognize the leadership and resource management skills of in-house legal teams.