

About

Gary Makowski has over 25 years of experience in international sales and marketing, specializing in the medical industry, including over 15 years living in Japan and extended periods in Hong Kong and the PRC. He helped open corporate offices in China in the early 1990s during the early years of China's opening to capitalism. He was the founder and COO of Nihon Bionics in Japan, a subsidiary of Advanced Bionics, and has run international sales forces and distribution networks in throughout Asia, India and Latin America. Gary Makowski received his BS degree in Business Administration and Japanese from the University of Notre Dame, and his MS Degree in International Marketing from Colorado State University, and was a visiting scholar at Tokyo's Jochi Daigaku (Sophia University.) He is fluent in Japanese, and wrote a monthly column, *Shades of Gray*, (under the *nom de plume* "Anthony Gray") for the Japan Medical Review, and was a contributing editor of the *Japanese and English Medical Terms Dictionary*. His "Techniques in Effective International English Communication" seminar has been given to many companies as well as at the University of Washington.