



**Combining an intimate knowledge of Japanese business culture and a keen ability to foster relationships, Kazumi Iino serves as the firm's head of Japanese client services. Having worked in Japan and in the United States, Kazumi leverages his executive level business experience and interest in the law to help clients in their startup and expansion endeavors.**

Over the course of nearly 25 years, Kazumi has provided business counsel and legal services to attorneys and clients – particularly in the areas of labor and employment, human resources, financing and intellectual property – supporting the development of new business for Japanese clients doing business in the U.S., as well as U.S. clients doing business in Japan.

Having worked across multiple industries, Kazumi serves as a liaison with attorneys and clients on strategic business planning and building alliances, as well as facilitating communications and promoting productive working relationships. He performs due diligence, monitors and analyzes market and industry trends for Japanese business segments, and provides guidance in the proposal process.

Prior to joining Barnes & Thornburg, Kazumi was the vice president of strategic alliance Japan at HUYA Bioscience International. Before that, he served as business advisor and investment advisor with the Japan External Trade Organization (JETRO). JETRO is organized and managed by the Ministry of Economy, Trade and Industry (METI), a ministry of the Japanese government that focuses on economic and industrial development through innovation, technology, and foreign investment.

Through those roles, Kazumi learned how Japanese management is likely to respond when certain situations arise, and as a result, he can help anticipate their needs.

## Kazumi Iino

### Head of Japanese Client Services

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### EDUCATION

Florida International University, (MBA),  
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### LANGUAGES

English  
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