

Makoto Tosa : Senior Planner

■ A Practitioner of Organizational Transformation through Competitive Experience and Multicultural Adaptability



Makoto Tosa combines elite athletic experience and organizational leadership to drive transformation and growth in international and multicultural settings. He began his professional rugby career with NEC Green Rockets Tokatsu as Vice Captain, leading the team to 3rd place in Japan's Top League and Top 4 in the National Championship. Later, as Captain of Japan A (15s) and Mitsubishi Heavy Industries Sagami-hara Dynaboars, he achieved the club's first top-division promotion in 12 seasons and its historic first Top League victory. Beyond the field, he led training reform, player development, and organizational change, and as a Board Member of the Japan Rugby Players Association, contributed to the creation of Japan's new professional league system. After retirement, he became International Relations Manager, overseeing partnerships and contract negotiations with leading Premiership Rugby clubs in England. He holds an Executive MBA (Cambridge), M.A. in Sports Coaching (Tokai University), and Certificate in Advanced Diploma in British & European Studies (Oxford). A dual Blue from both universities, he received Cambridge's "Athlete of the Class 2023" award and is a member of Vincent's Club (Oxford) and Hawks' Club (Cambridge). Leveraging his bilingual fluency and cross-sector insight, Tosa now acts as a field-driven strategist, bridging Japan and Europe through initiatives in sports, leadership, and innovation.

Achievement

Athletic Achievements

- Japan Rugby Top League 2011–2012: 3rd Place (Vice Captain)
- Japan National Rugby Football Championship: Best 4 (Vice Captain)
- Selected as Japan XV Representative (15s)
- Represented Japan A in International Matches (Captain)
- Selected as Japan Training Squad Member
- "Blue" Award Winner (3-time Varsity Match player)

Professional Achievements

- Established and managed international rugby partnerships between Japan and overseas professional clubs
- Oversaw contract negotiations, sponsorships, communications, and cross-border project management

Speaking Engagements

- 19th Japan Society of Physical Education, Health and Sport Sciences Conference
- Hiroshima University "Epilepsy Forum" (Sports and Organizational Change Symposium)
- Kanto Gakuin University Visiting Associate Professor— Sports Business Lecture Series

Profile: Makoto Tosa

Senior Planner, CROSS Business Producers Inc.

Education

- Bachelor of Economics, Kanto Gakuin University
- Certificate in Advanced Diploma in British & European Studies, University of Oxford (Department for Continuing Education)
- Master's Degree (Sports Coaching), Graduate School of Physical Education, Tokai University
- Executive MBA, Cambridge Judge Business School

Career

- Began his professional career with NEC Corporation (currently NEC Green Rockets Tokatsu)
- Later joined Mitsubishi Heavy Industries Sagami-hara Dynaboars
- Currently serves in his present role at CROSS Business Producers Inc.