

WORK HARD, PLAY HARD

よく働き、よく遊ぶ

Yuzuki Horii believes in a simple balance: work hard during the week in order to enjoy life on the weekends. In Japanese, he describes it as よく働き、よく遊ぶ. If the work is done properly, weekends are easier to enjoy without thinking about unfinished tasks.

He started his career in the IT industry as a new graduate at BIPROGY, one of the largest and publicly traded SI in Japan. From the beginning, he wasn't interested in pushing products. What mattered more to him was listening to customers and understanding what they actually needed. That mindset shaped how he approached sales and eventually led him to Indivara.



At Indivara, Yuzuki works in business development and handles sales for Japanese companies in Indonesia. Much of his day is spent in conversation with customers, with internal teams, and between both sides. The work is about coordination and follow-up, making sure discussions turn into something that actually works.

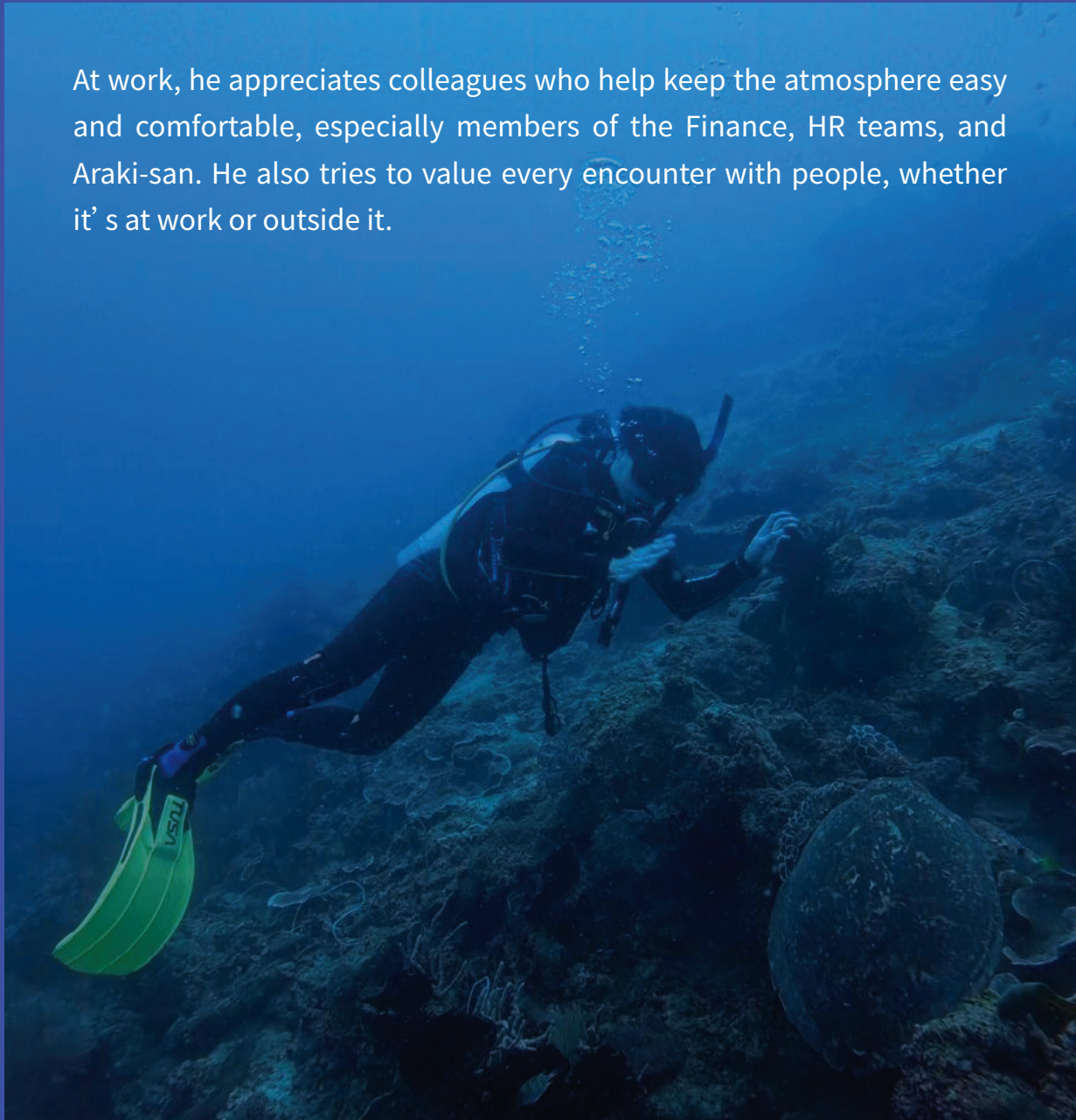
The parts of the job he enjoys most are straightforward. One is securing a new project. The other is seeing a system go live. A go-live moment, for him, is when many small efforts finally come together.

There have also been challenging moments. During one project, development delays increased pressure from the customer. To help move things forward, Yuzuki worked closely with other departments to secure additional resources. With better coordination across teams, the system went live as planned.

Outside the office, Yuzuki enjoys playing golf and diving. Both help him stay active and give him a chance to meet new people. Those conversations often turn into useful connections over time, which naturally supports his work in business development.



At work, he appreciates colleagues who help keep the atmosphere easy and comfortable, especially members of the Finance, HR teams, and Araki-san. He also tries to value every encounter with people, whether it's at work or outside it.



If he had the chance to take a long vacation, Yuzuki would like to travel around Europe and visit touring destinations. And if he weren't in this field, he imagines he would still be in sales or possibly taking over his family's hair salon.

When asked to describe himself in one word, Yuzuki doesn't hesitate. "Positive." It's a simple answer, but it fits the way he works and how he approaches people.