LINKEDIN COMMUNICATION STRATEGY FOR

Toshiaki Nomura

President & CEO, Canon India



In today's digital-first world, a CEO's influence extends beyond the boardroom, shaping conversations and leadership online.

LinkedIn has become the go-to social platform for leadership engagement, with over **61 million senior-level** and **10 million C-suite executives** actively using it.

But it's not just about visibility.

The Digital Influence of CEOs:

A significant <u>71% of consumers</u> are more likely to buy from a company whose CEO is active on social media.

Posts from CEOs receive **four times more engagement** than those from other users, underscoring the audience's desire for leadership insights.

engagement on social media helps communicate company values, shape a company's reputation, and grow corporate

Infact, 93% percent of consumers believe that CEO

leadership in times of crisis.

<u>business leaders</u> say their **stakeholder relationships are improved** by actively engaging on social media.

And executives engaging on social media report that <u>85% of</u>

Leaders today are stepping up and making a greater impact through social media.

Many leaders have mastered the art of building an authentic, relatable, and empathetic public image—one that seamlessly strengthens their core business.

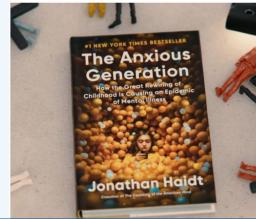
Bill Gates Chair, Gates Foundation and Founder, Breakthrough Energy

0	Bill Gates . 3rd- Chair, Gates Foundatio View my blog 2mo • \$	+ on and Founder, Breakt	+ Follow ···
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Bill Gates in Chair, Gates Fou View my blog		nder, Breakthrough	+ Follow ···
A lot has changed since world's idea of what girl evolved: https://lnkd.in,	s can be wher		
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	View my blog 1mo • 🕥		
Reading	Jonathan Haidt's The Anxious Gene	ration made me reconsider	the
"Think W	Veeks" I did starting in the '90s. If I ha	ad grown up with today's te	ch
and all th	the distractions that come with it, wo	uld I have been able to get a	as
much do	one? What I like about Haidt's new b	ook is that it brings up some	e
difficult of	questions about young people living	life online—but it also prov	vides .
a roadm	nap for how we can help them change	e	
course: h	https://lnkd.in/gf7HRx		



Bill Gates' activity blends thought leadership, philanthropy, and innovation with a personal POV, using text posts, images, videos, LinkedIn articles, and occasional polls, often featuring book recommendations and global challenges.



Doug McMillon President & CEO at Walmart Inc.



Doug McMillon • 3rd+ President & CEO at Walmart Inc. + Follow ···

+ Follow ···

Congratulations to Bill Pearson at Store 2213 in St. Louis on 25 years with the company! It was fun to visit with Store Lead Beth and the team there, and to help recognize Bill's awesome accomplishment. Please help me ...more



Doug McMillon in • 3rd+
President & CEO at Walmart Inc.

Our merchants have been working for months to prepare for the holiday season and help our customers find the new items and value they're looking for, and it's always fun to visit with our store managers. Grateful for ...more





Congratulations to Shirley at Store 576 in Tulsa, OK, who is celebrating 40 years with the company! It was good to visit her store along with others in the area – Neighborhood Market 6170 and Sam's Club 8263. ...more

+ Follow ···







Informal and engaging posts, featuring a personal POV on Walmart's growth, leadership, and employee stories, using text, images, and videos to highlight company culture and industry trends.

305,591 followers



CCQ 2.249

A Like

Sundar Pichai 1 - 3rd+

Sundar Pichai CEO at Google

+ Follow ···







+ Follow ·

Today we're celebrating 1 million graduates of our Grow With Google Career Certificates. This is a special milestone for so many reasons, but most of all because it represents 1 million stories of people looking to pursue new opportunities and careers. People like James Bingham, a former staff sergeant in the US AirForce who landed a civilian job as an IT Project Manager with help from our Project Management certificate. That list also includes Natalie Burns, who I met in 2019. Natalie earned her Google IT Support certificate while attending community college in Texas. She got a job in cybersecurity and a significant pay increase. In total, more than 70% of graduates report a positive career outcome within 6 months of completing our certificates, be it a job change, a promotion, or a raise.

It also represents a greater impact than we could have imagined when we launched our first certificate in IT on Coursera in 2018. At the time, we were noticing a gap between the number of unfilled positions in tech and the number of people who were hungry to fill those roles, yet didn't have access to the necessary training. Our Career Certificates could help fill that gap, providing pathways to learning that didn't require a previous degree.

More than six years later, we now offer several certificates in fields like data analytics, cybersecurity, UX design and more. It's a model we think can be replicated and expanded to even more opportunities, which will be especially important as we transition the economy for the Al era.

Congrats to all of the graduates, and to everyone who has been a part of this journey. https://lnkd.in/dZR9R6Yv

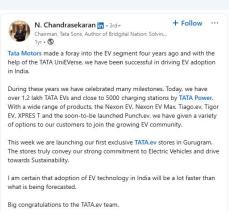
Posts focus on Google's innovations, industry insights, and leadership perspectives with a visionary tone and minimal personal POV, using text, images, and occasional videos.



N. Chandrasekaran's

Chairman, Tata Sons









I am delighted to receive my Tata Nexon EV, the highest selling electric vehicle in India. Tata Motors recently crossed the mark of delivering 1,000 Nexon EVs, a major milestone in our commitment to sustainable mobility.



CC 215,190

∆ Like

Formal and leadership-focused, highlighting Tata Group's vision, technology, and business insights with a strategic tone and minimal personal POV, using text posts, images, and LinkedIn articles.



Manish Sharma

Chairman, Panasonic Life Solutions India and South Asia







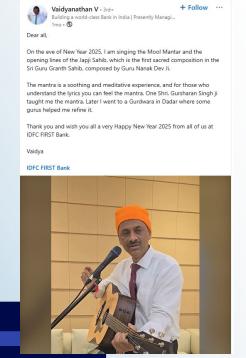
Professional and forward-thinking posts, featuring Panasonic's innovations, sustainability initiatives, and industry insights, often with a thought leadership approach and occasional personal reflections through text posts, images, videos, LinkedIn articles, podcasts, and interviews.

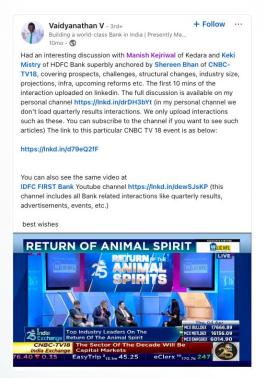


V. Vaidyanathan

Chairman & Managing Director | IDFC FIRST Bank

A people-first banking disruptor, V. Vaidyanathan redefines leadership by blending financial inclusion, employee empowerment, and human-centered innovation





Key Takeaways from His LinkedIn Presence:

- Celebrates Team Achievements & regularly highlights and appreciates the milestones and successes of his team members.
- Shares Personal Insights & offers reflections on leadership, personal growth, and industry trends, providing followers with valuable perspectives.
- 3. **Engages with Followers &** actively responds to comments and fosters discussions, creating a sense of community.
- 4. **Promotes Financial Inclusion &** emphasizes initiatives aimed at extending banking services to underserved populations.
- Highlights Innovation & showcases new technologies and services that enhance customer experience and operational efficiency.

How is Nomura-san currently recognized on LinkedIn?



New to Indian Culture and loves exploring its facets



Toshiaki Nomura • 3rd+ ✓ Following Canon India Pvt. Ltd. - Presid...

4mo · Edited · (5)

A year ago, if you had told me I'd be wearing a kurta pyjama and dancing to Punjabi tunes in Amritsar, I wouldn't have believed it-and vet, here I am! The BIS (Business Imaging Solutions) Leadership Summit was an incredible experience, not just for the vibrant local culture but for the chance to build personal relationships with our partners—relationships that truly stand the test of time, just as we believe at Canon India.

Some of these partners have been with us for decades, playing a pivotal role in Canon India's journey to becoming No.1 in the Overall Laser Copier Market. And this summit truly gave me the opportunity to listen to their insights, understar ...mc



4 comments · 2 reposts





A strong advocate for work-life balance, leading by example for aspiring leaders.



Toshiaki Nomura · 3rd+

✓ Following ··· Canon India Pvt. Ltd. - President & CEO

"Leave your personal feelings at the door." How often have we heard this advice? Yet, it always struck me as misquided. After leading teams across different countries and cultures. I've realized that our emotions aren't just a part of us; they shape the very way we approach our work and connect with each other. To the leaders of today and tomorrow: while the 'hustle' culture tells us to keep pushing, I believe we have a responsibility to shape workplaces where emotions aren't just tolerated-they're embraced.

This isn't about following a checklist, but here are my top five guiding principles that I've tried to live by in my journey:

- 1. It's not about waiting for someone to speak up—it's about actively creating space for conversations that matter. I've found that some of the best ideas come from the most unexpected discussions, and that requires setting the tone for open conversations.
- 2. Emotional intelligence training as a core skill, not a one-off exercise: Teams need to practice understanding and self-awareness the same way we practice any technical skills.
- 3. Back decisions with rationales, even when hard: Some decisions are tougher than others. I've learned that when I'm transparent about the "why" behind a decision, it helps everyone move forward, even if they don't agree with it initially.
- 4. Letting vulnerability be part of the conversation: I don't have all the answers, and I'm not afraid to admit it. Sharing moments of uncertainty, mistakes, and learnings has helped me connect with my team on a deeper level.
- 5. Personal connect goes a long way: By stepping into the shoes of my team members and articulating a clear vision, I've found that fostering relationships based on shared goals and mutual respect not only boosts morale but also enhances collaboration.

These aren't quick fixes, but rather an ongoing commitment. I'm curious what approaches have helped you create a more empathetic workplace? Share your thoughts; I'd love to learn from your experiences.

#CanonIndia #Teamwork #Leaders #EmpatheticLeadership

CCQ 115

5 comments



Toshiaki Nomura • 3rd+

✓ Following ···

Canon India Pvt. Ltd. - President & CEO

Every year, as the calendar draws to a close, I take what I call my 'annual pause', year- end ritual I swear by! Because, some of the best ideas don't come when you're pushing hard, they come when you stop. We're all so used to moving at full speed, chasing deadlines and dreams, that this sounds counterintuitive, doesn't it? I'll be honest, pausing doesn't come naturally to me either. But over the years, I've realized leadership and life isn't about running endlessly, It's about Clarity, Focus and Perspective.

My pause is personal, shaped by what energizes and grounds me. Sometimes it's walking outdoors, capturing moments. Other times, it's as simple as playing football or being with my family, laughing, talking, and creating memories away from the noise.

- So, here is my message, from my experience over the years, find your own version of this pause. It doesn't need to be elaborate, just intentional.
- 1. Plan It In: Don't wait for the right moment; schedule your pause like you would an important meeting
- 2. Be Clear: Decide what you want from your pause, reflection, relaxation, or reconnection
- 3. Remember Your "Why": Use the pause to reconnect with what drives you. It's your north star, especially when things get tough

As the year ends, don't just rush into the next one. Pause, Reflect, Recharge, These small moments of stillness will give you the clarity to define your goal and the courage to take bold steps forward.

I have learnt, the world isn't going anywhere so make space for yourself and for what's truly important. I'd love to hear from you on your idea of taking a pause?

#Leadership #PauseAndReflect

CCQ 110

7 comments

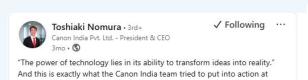








Firm believer in the principle of Kyosei and active in sharing company updates and event highlights.









Offers the audience a peek into life at Canon



△ Like

Comment Comment

Repost

1 Send

✓ Following ···

Last week, I found myself standing on a cricket field for the first time in my life, trying to figure out how to hold a bat. This was for Canon ZD (Zero Dishonesty) Beyond Boundaries Cricket Match, an annual tradition ...more





Just a few days ago, while reviewing Canon India's Social Responsibility Report (https://bit.ly/4hXePPV), one detail truly stood out—over 50% of our colleagues have been with Canon for more than a decade! To me, this speaks volumes about the strength of what we've built together.

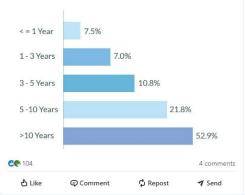
Canon was my first job right out of college in 1999, and here I am, 25 years later, still just as inspired to be part of this journey. Reflecting on what has kept me here. I realize it's not just about the work—it's the culture that transcends borders and makes Canon more than just a company. It's a community where Kyosei, our guiding philosophy of living and working together for the common good, is brought to life every day. This spirit shapes everything we do, from fostering collaboration and respect to driving constant innovation.

These values have made Canon a place where people truly want to belong, which is why I proudly call it my professional home. Sharing with you an interesting collation of what the longevity of Canonites looks like; an average tenure of 9.5 years in today's date is indeed impressive isn't it?

For my millennial and Gen-Z connections, I'd love to hear from you: What would make you stay with an organization for a decade or more? Share your thoughts—I'm eager to learn what resonates with the next generation of talent.

#CanonIndia #Workforce #CANwithCanon #SocialResponsibilityReport

Longevity - Average : 9.5 years





Toshiaki Nomura • 3rd+ Canon India Pvt. Ltd. - President & CEO

10 • 60

At Canon India, smiles aren't just about capturing moments—they're at the heart of everything we do. Our latest digital campaign celebrates this by showing the power of a simple compliment. Watch the video and ...more

Сапон

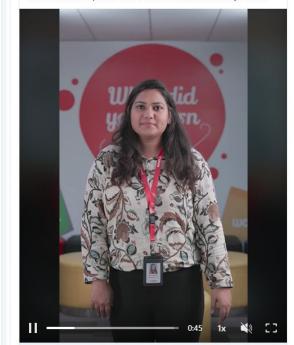
Canon India

+ Follow

✓ Following ···

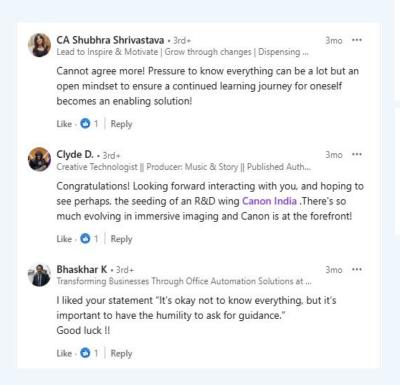
101,855 followers 4mo • Edited • (\$)

Ever wondered how a simple compliment can change everything? Watch as kind words turn everyday moments into beaming smiles. Let's pause to lift each other up in the rush of life. This #WorldSmileDay, ...more



This hashtag#WorldSmileDay,

He is well-received and appreciated by his audience





Swarn Moon • 3rd+ Solution Specialist @ Canon India I PMP 2mo ***

Great insights! Your leadership has created a space where we feel heard and supported. The focus on emotional intelligence and transparency truly makes a difference. Excited to keep learning and growing with these principles!

Like · 💍 1 Reply



Jane Goh • 3rd+

(edited) 2mo ***

Marketing and Communications, South East Asia

I spent 9 amazing years there! I would say the people played a large part. Still love my ex colleagues and keeping those cross border connections alive;)

Like · 💍 3 | Reply



Bharath Raj . 3rd+

1mo ***

Regional Sales Leader | Experienced Sales Strategist | Inspiring Lea...

This is such a great reminder about the power of pausing Toshiaki Nomura San! You're absolutely right—taking time to step back gives us clarity and perspective. For me, it's about spending time with family or enjoying a quiet walk to reflect and recharge. I'm inspired to make this a regular habit. Thank you for sharing!

Like Reply

That has led to a steady growth in his number of followers



How can we further expand Nomura-san's reach on

LinkedIn?

Picking up best practices from the content strategy of those who're leading the race

What

- Authentic voice
- Relatable, Insightful & leadership oriented
- Building a genuine connection with the audiences - by engaging with them in a dialogue

Formats: Videos, Polls, Articles, Podcasts, & more opinion-led formats

More Face time: Video led content, more content around personal interests, engaging with comments

Real time: Opinions around relatable and ongoing conversations, starting conversations

TG Specific: Addressing the multiple cohorts we're reaching out to through our content

Frequency:: Atleast 3-4 posts in a month

Leveraging different formats





-Videos by Nomura San

BTS videos showing company culture, events, showcases, etc. - videos from Nomura San's POV

LinkedIn articles

Instead of writing longer posts, we leverage LinkedIn articles to present thought leadership



CES 2025: Unveiling the Future of Consumer Flectronics



Chairman, Panasonic Life Solutions India and South Asia | Chair, FICCI Electronics Manufacturing & Energy Storage I Co-Chair...





January 19, 2025

This month, was the 55th edition of the Consumer Electronics Show (CES) 2025, a platform of possibilities, a showcase of groundbreaking innovations. This year was no exception, highlighting how far the industry has come while offering glimpses into the transformative potential of tomorrow.

For Panasonic, CES is not just another exhibition—it's a legacy. As one of the few companies to have consistently participated since its inception, we bear the responsibility to not only showcase the evolution of technology over the decades but also contribute meaningfully to shaping a responsible and sustainable future. Our journey reflects a steadfast commitment to innovation, sustainability, and creating technologies that improve lives.

Sharing engaging videos that capture interest





CEO Backstage

A 15-second behind-the-scenes video with candid remarks on camera before an industry event or launch.





A Day in the Life

A camera follows Nomura-san through a typical day, offering a glimpse into his daily life at Canon India

Company Culture Videos

Wholesome videos capturing Canon India's culture through CSR initiatives, celebrations, or team events with bytes from Nomura San.

Leveraging different formats



Identity - The key to untying the messy knots of mid-life

Mid-life is a term that used to refer to people in their 40s and 50s. Now I feel it refers to anyone between 30 and 60. We might as well rechristen mid-life crisis to anytime-life crisis given how widespread some of this angst is. You are likely to find this episode helpful if you are grappling with issues around

- Discovering your Ikigai (Sweet Spot)
- Harmonizing across work and personal life
- Finding your purpose and leaving a legacy
- Picking your next mountain to climb

Apple: https://lnkd.in/dt3ab_ck Spotify: https://lnkd.in/d6uW4nxt

Sharing Podcasts

Position Nomura-san as a well-informed leader, sparking discussions and offering valuable industry perspectives.



LinkedIn polls

Boosting visibility, increase engagement, and encourage interactive conversations with the audience.





Sharing personal insights and experiences



 Authentic sustainability isn't about marketing—it's about fundamental business transformation. The most successful companies aren't just reducing their carbon footprint; they're reimagining their entire value chain through a sustainability lens.

What's remarkable is how this approach drives innovation. When businesses truly commit to sustainability, they discover efficiencies, create new revenue streams 🔥, and build stronger stakeholder relationships. Take circular economy initiatives: companies implementing closed-loop systems are seeing both environmental benefits and significant cost savings

* The data is compelling: organizations with strong sustainability practices outperform their peers by 21% on both top and bottom lines! The message is clear: sustainability isn't a constraint—it's a catalyst for business evolution

#Sustainability #CorporateResponsibility #GreenBusiness #CircularEconomy

Short and crisp commentary on trending conversations

Sharing personal ____ experiences as he explores India during his work travels



Tiger Tyagarajan • Following

Senior Advisor BCG, Bain Capital, Brighton Park Capital and AVALT an...

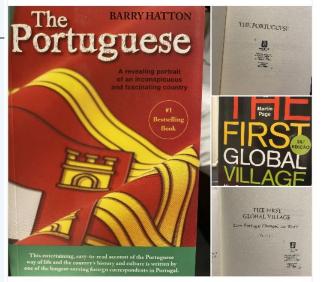
2w • 🕲

Am spending 3 days in Lisbon **#portugal** a city and country I have come to really start liking! But then I do fall for anything new that I can dive deep into and learn with a passion and a **#curiosity** of a child!

I am learning Portuguese on **Duolingo** it's very cool !! Gets my learning juices going.

In Lisbon yesterday I wondered into a bookstore ... for those who know know me ... no surprise! But Bertrand Livreiros the oldest operating bookshop in the world!

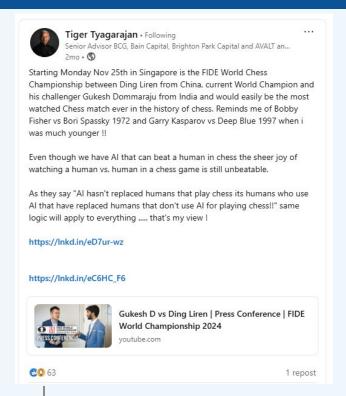
Bought these two books and the stamped it with the "oldest bookstore in the world "stamp Very cool ... looking forward to devouring both books in next few weeks!!



CCO 254

8 comments

Providing a glimpse into his personality and interests



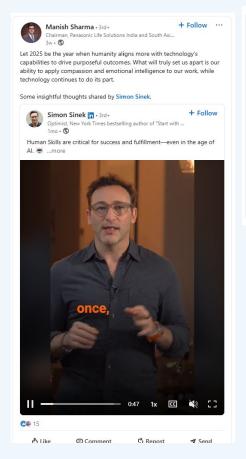


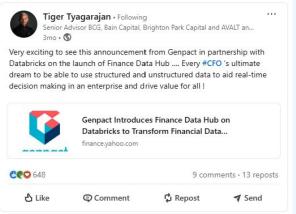
Personal recommendations on books and movies to connect with the younger audience

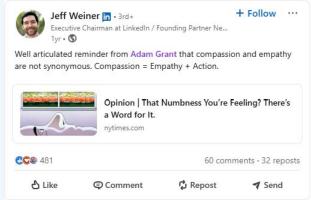
- Alex Ferguson: My Autobiography
- The Shawshank Redemption

Thoughts on updates from his favourite sport (Football)

Reposting trending articles and posts that resonate with his audience



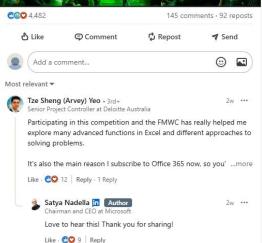


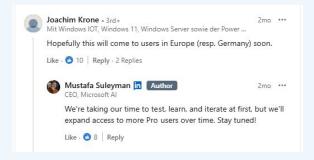




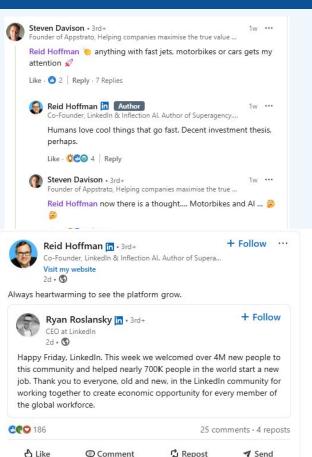
Engaging with his audience, community and his peers.







Engaging in comments and and reposting peers' content will boost Nomura-san's LinkedIn algorithm reach, and enhance his credibility as an active industry leader.



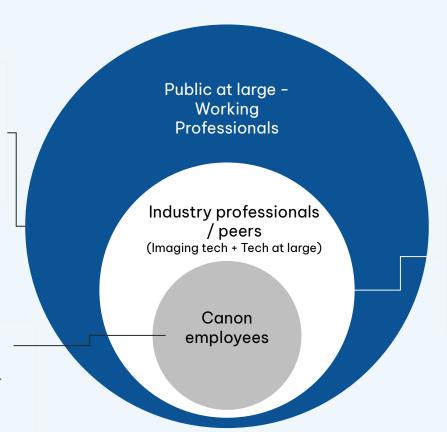
Understanding our diverse audience segments and crafting content that resonates with each.

We'll be addressing the general working professionals on the platform through:

- Relatable & insightful conversations
- Motivational & inspirational content
- His understanding of India & indians - entrepreneurial learnings from the diverse cultural melting pot

Opportunity to position self as an empathetic & compassionate leader:

- Celebrating the peers
- Conversing with them to better understand various situations
- Advocating healthy work life balance



Reaching out to our industry personnels

- Opportunity to position self as a thought leader & a mentor
- Create meaningful conversation with other leaders
- Insightful and intellectual discourses

Content Pillars

Themes	Thought Leadership	Canon India's Growth & Innovations	Personal & Cultural Engagement	Industry & Technology Trends	Community Engagement & Employee Advocacy
Concept	Sharing insights on Kyosei (Canon's corporate philosophy) and how it drives business decisions. Writing LinkedIn articles on leadership, work-life balance, and industry trends. Commenting on global tech and business developments, particularly in imaging and printing.	Showcasing new product launches, innovations, and advancements in imaging and printing. Sharing behind-the-scenes (BTS) videos of Canon India's operations, events, and customer stories. Highlighting case studies of Canon's impact on businesses and professionals.	Documenting his exploration of India's culture, traditions, and work environment with photos. Posting about personal interests such as football, book/movie recommendations, and travel experiences. Engaging with employees and customers through interactive polls and Q&As.	Sharing thoughts on emerging tech trends in imaging, Al, and digital transformation Reposting industry articles with concise commentary to establish himself as a well-informed leader. Participating in ongoing industry conversations with his perspective on relevant news.	Showcasing Canon India's CSR initiatives and commitment to sustainability. Engaging with employees by sharing their success stories, workplace experiences, and team achievements. Actively responding to comments and reposting peer content to foster community connections.

Content Calendar for the next three months

Good Morning Walk

Nomura San shares how every morning at

March

	Canon India begins with a special tradition: the Good Morning Walk, wherein a certain team goes around in the office, wishing each employee a 'good morning' as they pass their desks.	gender diversity and the role of women in innovation and leadership. He can share a personal reflection on mentorship, work-life balance, and fostering an inclusive workplace. A quote or a spotlight on inspiring women at Canon India would add a personal touch.	first-ever Holi experience in India, reflecting on the joy, energy, and cultural richness he witnessed. He can describe how the festival's vibrant colors symbolize unity, diversity, and new beginnings
April	Why is Delegation Important Young entrepreneurs and managers often feel the need to control every detail, but Nomura-san highlights how true leadership lies in delegation. He shares practical tips on empowering teams, turning responsibility into opportunity.he work successfully.	The Impact of Smartphone Photography on Printing Services This surge in digital photo capture has led to an increased demand for convenient printing solutions, such as mobile-to-print services and photo printing kiosks, catering to consumers' desires to transform digital images into physical keepsakes.	What India is Teaching Me About Leadership Nomura San compares the difference in leadership between Japanese and Indians. How in Japan it means precision and perfection. In India, it means agility and adaptability.
May	Unconventional Leadership lessons Share an unexpected source of inspiration or learning that has shaped his leadership style, such as lessons learnt from football Ref:	Design Products That Won't Become Obsolete Nomura shares his thoughts on a podcast that argues for creating products that last and evolve with the consumer. https://hbr.org/podcast/2024/12/the-case-for-selling-products-that-adapt	Adopt a Village Celebrating the anniversary of Maheswari village adoption, our initiatives and where we have come in the last two years.

Women's Day

highlight Canon India's commitment to

Holi

Nomura-san can share his

Thank you