

# MITSUAKI WATANABE, CPA

1-14-15 Akasaka Minato-Ku, Tokyo 107-0052  
03-3560-8101 / [mail@axiom.co.jp](mailto:mail@axiom.co.jp)

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## FINANCIAL CONTROLLER

- Energetic and innovative Accounting & Finance Professional, CPA with X years diverse experience in energy, healthcare and financial services.
  - Proven track record of managing all aspects of budgeting, financial planning & analysis, reporting, consolidation, cost control, forecasting, strategic planning, risk management, M&A, operations, and administration.
  - Directly led a team of X senior managers, overseeing X staff members in key areas.
  - In-depth knowledge of international finance and regulations, with first-hand experience setting up companies and commercial operations in Asia, especially familiar with Hong Kong and Japan. Proficient in Cantonese.
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## PROFESSIONAL EXPERIENCE

### **Xxxxx Inc.**

Mon. 20XX-Present  
City/State, Country

#### ***FINANCIAL CONTROLLER***

- ◆ **Management & Operations:** Headed Finance & Accounting Department, managing X group companies overseeing X senior managers and X staff members in key areas. Led multiple business process reengineering projects, including standardization and streamlining of accounting systems across companies.
- ◆ **Finance & Planning:** Oversaw all aspects of budgeting, reporting, consolidation, cost control, forecasting and strategic planning. Direct report to CEO and CFO. Developed quicker and more accurate monthly reporting system to help executives make decisions in fast-paced business environment, achieving double-digit growth.
- ◆ **Banking Relationships:** Negotiated successfully with banks additional loan funding of ¥X million and X% cut on interest rate. Also renegotiated payment terms with vendors, improving cash flow by ¥X million.
- ◆ **Risk Management:** Hedged foreign exchange risks by purchasing forward contracts and yielded ¥X million marginal gain. Managed tax risks related to royalties, tariffs, sales and local taxes, as well as corporate tax and transfer pricing.

### **Xxxxx Corporation**

Mon. 20XX- Mon. 20XX  
City/State, Country

#### ***FINANCE MANAGER (Mon. 20XX- Mon. 20XX)***

- ◆ **P&L Responsibilities:** Managed P&L for business division exceeding ¥X million in revenue annually. Direct report to CFO in APAC.
- ◆ **Finance & Planning:** Reviewed all financial statements and conducted thorough budget analysis; developed short-term and long-term business plans, ensuring heightened productivity and achieving business growth objectives. Evaluated performance and developed X-year

revenue forecast to determine best investment scheme.

- ♦ **Process Improvement:** Facilitated restructuring accounting/finance operating mechanism for enhanced internal control and optimal financial performance.

**FINANCIAL ANALYST, PRODUCT UNIT X** (Mon. 20XX- Mon. 20XX)

- ♦ **Financial Planning & Analysis:** Supported Unit Director achieve sales targets through reporting key financials weekly and monthly, budgeting, profitability analysis, cost reduction, pricing and inventory management. Developed X-year business plan and annual budget. Conducted feasibility analysis to determine viability of new product development, supporting BD team plan project timelines and secure resources.
- ♦ **M&A & Financial Modeling:** Performed valuation of X potential M&A targets including assessments of market positioning, technology, IP portfolio, cost structure & profitability.

**SR. ACCOUNTANT** (Mon. 20XX- Mon. 20XX)

- ♦ **Reporting:** Prepared quarterly, semi-annual, and year-end financial reports for Japan Office and for foreign subsidiaries in APAC. Reported based on USGAPP to Global Headquarters.
- ♦ **Internal Auditing:** Audited account books and systems for accuracy and efficiency.

**Xxxxx Securities Inc.**

Mon. 20XX- Mon. 20XX

**VICE PRESIDENT, INSTITUTIONAL FIXED INCOME SALES DEPT.**

City/State, Country

- ♦ **Trading:** Actively traded securities with international clients on the international stock exchange. Increased Yen bond transactions by X%, which resulted in X% profit increase within X months. Awarded top salesperson of the year for arranging new USD-JPY bond issues (\$X billion in sales).
- ♦ **Relationship Building:** Established an extensive network among Japanese institutional investors. Reactivated all dormant accounts, covering X+ medium-sized accounts.
- ♦ **New Product Development:** Developed new retail products. Introduced Treasury Bills and Financing Bills for a Japanese governmental institution.

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**EDUCATION**

**Xxxxx Business School**

Mon. 20XX

MBA Specialized in Finance

City/State, Country

Certified Public Accountant – 20XX

**Xxxxx University**

Mon. 19XX

**LLB**

City/State, Country

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**AFFILIATIONS**

Chartered Member of the Security Analysts' Association of Japan (Mon. 19XX)

Certified Public Accountant of the State of Hawaii (20XX)

**SKILLS**

Languages: Japanese (Native), English (Fluent), Cantonese (Business Level)

PC: Proficient in Microsoft Office