

Mitsuaki Watanabe

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Financial & Strategic Planning ❖ Forecasting ❖ Value-Added Analysis

PROFESSIONAL EXPERIENCE

X Corporation, City/State, Country Mon. 20XX-present

Financial Analyst, X Product Dept

- Formulated earnings forecast, analyzed year-end net revenues and reported to US and Asia HQ.
- Evaluated product performance and developed X-year revenue forecast of X Product to determine best investment scheme for the brand.
- Prepared weekly and monthly financial statements and presented to Department Director.
- Developed operating mechanism to review performance across Europe (UK, France, Italy & Netherlands).
- Conducted feasibility analysis to support Business Development team with new brand targeting affluent consumer market.
- Performed valuation of acquisition target (high-end consumer brand \$X billion in assets).
- Created new pricing model and presented to Sales & Marketing team for price review.

X Consulting, City/State, Country Summer 20XX

Intern

- Conducted research and analysis to develop market entry strategy into British telecom industry.
- Assisted development of X-year business plan for major European auto maker.

X Inc., City/State, Country Mon. 19XX- Mon. 20XX

Vice President, Institutional Fixed Income Sales Department

- Awarded top salesperson of the year for arranging new USD-JPY bond issues (\$X billion in sales).
- 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.
- Introduced Treasury Bills and Financing Bills for Japanese governmental institution.
- Boosted sales, contributing to X Inc.'s recognition as one of the leading securities brokers.
- Reactivated all dormant accounts, covering X medium-sized accounts.
- Established extensive network among Japanese institutional investors.
- Developed new retail products, cooperating with Marketing and Sales Promotion Dept.
- Trained sales representatives of Fixed Income Sales Dept.

EDUCATION

X Business School, City/State, Country Mon. 20XX

MBA

X University, City/State, Country Mon. 19XX

LLB

AFFILIATIONS AND LEADERSHIP

- Chartered Member of the Security Analysts' Association of Japan (Mon. 20XX)
- Treasurer, X Management Consulting Club (20XX)
- Honorary Member, X Aikido Association

SKILLS

Languages: Japanese (Mother Tongue), English (Fluent), French (Conversant)

PC: Proficient in Microsoft Office