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## PROFILE

Well-qualified, bilingual Banking Professional with successful experiences in both Japanese and American banks. Results-oriented performer with track record of expanding business firm in Tokyo, Japan. Skilled at educating customers on banking products as well as recommending best options that met the client's short-term and long-term goals. Assisted in the implementation of financial business products in Tokyo region. Team player with exceptional communication skills in both English and Japanese.

- ❖ Customer Service Relations
- ❖ Marketing Financial Services
- ❖ Banking Products & Services
- ❖ New Business Development
- ❖ Loan / Account Origination
- ❖ Client Management
- ❖ Staff Training & Development
- ❖ Relationship Building
- ❖ Communications
- ❖ Business Analysis
- ❖ Business Proposals

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## CAREER PROGRESSION

**MUFG UNION BANK, San Diego, CA**

Feb. 2017-Present

**Credit Lending Executive** who achieved the individual gross profit goal of 117% in the first fiscal year of 2017.

- Developing relationships with potential clients' and maintaining existing relationships for over 70 corporate clients.
- Analyzing financial statements and reports and providing sound financial advice as well as appropriate credit control.
- Collaborating with portfolio management team and negotiating conditions for commercial loan and trade finance.
- Introducing products such as FX range forward, derivative, and transaction banking products.

**AWA BANK LTD., Tokushima, JAPAN**

June 2013-Aug. 2015

**Client Relationship Manager and Area Financial Adviser** who developed highly successful financial strategies that turned a 100% profit in the first half of the Japanese fiscal year.

- Provided exceptional customer services skills in establishing new client relationships.
- Created profit strategies for three branches in the Tokyo area.
- Collaborated with Noruma Securities to introduce new financial products to Tokyo area.
- Successfully trained over forty employees through seminars as well as provided excellent on-the-job training.

**AWA BANK LTD., Tokushima, JAPAN**

June 2010-May 2013

**Client Relationship Manager and Employee Trainer as the Area Financial Adviser at HQ** who sustained company profits and investments. Recognized by senior management for corporate contribution as an individual as well as area lead.

- Developed and implemented successful region-specific profit strategies in the Tokyo area.
- Achieved profit goals for four branches with target region and maintained successful client relations.
- Trained over forty new and current employees to successfully meet company goals and standards.

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## EDUCATION

**University of Washington, Seattle, WA**

Sept. 2015-Dec.2016

- **Global Business Program** including Fundamentals of Global Business, Global Marketing and Project Management
- **Intensive Business English Program**
- **International English Language Program**

**Tokushima University, Tokushima, JAPAN**

April 2004-Mar. 2008

Bachelors of Science: Life and Environmental Science

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## ADDITIONAL SKILLS AND ACTIVITIES

- ❖ Bilingual in Japanese
- ❖ Bloomberg Market Concepts
- ❖ Affiliated Financial Planner (AFP)
- ❖ Class-1 Sales Representative
- ❖ Senior Compliance Officer
- ❖ The Official Business Skill Test in Book-Keeping 3rd grade
- ❖ Proficient in Microsoft Office applications
- ❖ Active Market Readers Volunteer
- ❖ Coordinator at Eigo Café
- ❖ Information Desk Volunteer at Seattle Art Museum