##### Koji SUGAYA

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**EMPLOYMENT**

**4/1993-6/1999** **THE SANWA BANK LIMITED**, **Tokyo Japan -** **One of the largest banking institutions in Japan,**

2000 Statistics (exchange rate 1US$=106Yen)　Total Assets:＄425billion Numbers of Employees: 13,020

Number of offices: Domestic 314 Overseas 37 Capital Ratio: 12.25%

***Financial Engineer*, Shibuya Branch**- One of top ten branch in Tokyo Area **(11/1994-6/1999)**

**TWO MAIN RESPONSIBILITIES**

(1) ***Financial Engineering***

* Provide investment banking “type” advise to large scale companies
* Customer advisor for market rate(interest ,stock ,foreign exchange, bond)
* One of 23 financial engineers in total bank each assigned to Top-Scale Branch
* Specialist in financial derivatives and corporate bonds

(2) ***Management***

* Responsible for managing all Shibuya Branch investment banking
* Elaborated strategies in investment banking
* Offered “useful” resources and new product information for Shibuya Branch
* Build a systematized organization in investment banking for branch

**PROFIT ACHIEVEMENT**

* Gained profit of $1.5million a year in investment banking for four consecutive year under severe economic conditions(1995-1998)
* Awarded “Best Financial Engineer” in our bank in 1997 , 1998
* Sold 180 derivative products(swaps and options) to 50 customers
* Issued 25 corporate bond as “lead manager” (total amounts: $50million)
* Advised 70 large and mid-sized companies for both finance and investment (size range of companies: sales figures $10million-$5billion)

***Corporate Finance Adviser,* Muromachi Branch** - One of top ten branch in Tokyo Area **(04/1993-10/1994)**

* Evaluated loans to 70 small and mid-sized companies
* Led project team for “country guarantee” loan for small and mid-sized companies (one of best three performance in all Tokyo area in 1994)
* Learned basic banking business

**EDUCATION**

**9/1999-6/2001 MASSACHUSETTS INSTITUTE OF TECHNOLOGY SLOAN SCHOOL OF MANGEMENT**

Master of Business Administration (expected June 2001)

**4/1989-3/1993** **THE KEIO UNIVERSITY, Tokyo Japan**

Bachelor of Arts in Economics, March 1993

Major: American Economic History (Okada Seminar), Representative of Okada Seminar

Graduation Thesis: “American economic policy in 1960s”

Extracurricular activities: Captain of Keio University “Dynamic Tennis Club”

**4/1986-3/1989** **THE KEIO HIGH SCHOOL, Kanagawa Japan**

**9/1984-3/1986** **CHICAGO JAPANESE SCHOOL, Chicago USA**

**9/1982-8/1984** **OLD ORCHARD JUNIOR HIGH SCHOOL, Chicago USA**

**9/1981-8/1982 HIGHLAND SCHOOL, Chicago USA**

**HONORS AND ACTIVITIES**

**3/1998** MBA scholarship for overseas study from The Sanwa Bank, Ltd. (7 awarded from 700 candidates)

**5/1997** Representative for “Bank Seminar for top 11 Japanese banks” (3 chosen from 400 contemporaries in 4th year)

**6/1993** “Professional Certification of Security Business” from the Japan Securities Committee (6/92)

**FOREIGN EXPERIENCE**

**1981-1986** Lived in Chicago, USA from 5th grades to 9th grades

**1971-1974** Born and lived in San Francisco, USA