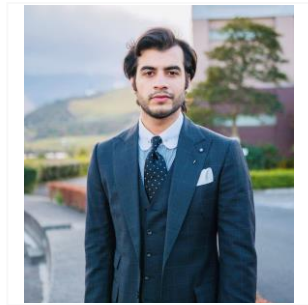


# K M Anza SHAHZAD

## Banking Executive

Results-driven banking executive contributing to accelerate branch revenue through innovative sales strategy. Strong foundation of building excellent client rapport to foster satisfaction and loyalty. Diverse skill set that includes client relationship management knowledge and expansive experience in portfolio asset management, credit and loan processes and foreign currency exchange transactions.



## Work History

2020-04 -  
Current

### Banking Executive

*SMBC Trust Bank Ltd., Shibuya-Ku, Tokyo*

- Conducted detailed financial reviews and designed PowerPoint presentations based on market analysis and insights.
- Increased branch foreign stock revenue by 300% through leverage and hedging transactions.
- Boosted branch revenue by sales calls to JPY 40 million during 1st Financial Quarter of 2021.
- Developed intellectual property and conducted training of employees for providing exceptional customer to foreign clientele.
- Deigned monthly and quarterly reports for internal use, analyzing high net worth individuals' transaction history and market trends.
- Collaborated with internal product departments to design strong impact proposal for clients.
- Resolved escalated customer issues and boosted retention rates by 75%.

2018-03 -  
2018-08

### Accounts Officer

*Hamid Shahzad Design Studio, Lahore, Pakistan*

- Overhauled process for year-end inventory audits to improve accuracy.
- Updated general ledger of accounts with current, accurate and industry-compliant data to meet all internal and external audit requirements.
- Collaborated with purchasing department to reconcile vendor invoices and facilitate payments.

## Contact

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## Expertise

Client Relationship  
Management



Financial Planning



Portfolio Asset Management



Collaborative Leadership



CRMs



MS Office



- Prepared monthly reports, including payment and account reconciliations and financial statements.
- Developed process improvements to increase efficiency and productivity and presented to management for approval.
- Accomplished 30% reduction in petty expenses by streamlining operations.



## Education

2014-09 -  
2020-03

### BBA: International Marketing

*Ritsumeikan Asia Pacific University* - Beppu, Oita-Ken

- Received 80% Tuition Reduction Scholarship
- Received JASSO Scholarship
- Global Student Ambassador, Admissions Office
- Launched a Fashion Start-Up Business with the President's Office.



## Accomplishments

Launched a Start-Up Business (The Delivery Guys) in Beppu, Oita-Ken to address the inconvenient transportation system of the city.



## Languages

English



Native

Japanese



Business Level

Urdu



Business Level

Hindi



Business Level

Arabic



Conversational