

Koji SUGAYA

790 Boylston St. #14B Boston, MA 02199

Tel: 617-450-0163

E-mail: ksugaya@mit.edu

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