

# YUJI FUJISAKI

(Japanese National, UK work permit holder)

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## SUMMARY

In addition to 7 years of corporate banking as relationship manager, I have been established and managed business in Europe and Asia during my 7 years of Japanese trading house careers. This includes financial reporting, business planning and HR strategy and staff trainings. I also sold various products (Healthcare, Pulp and paper, energy and steel) across the countries (US, Japan and EMEA) over 15 years by exceed sales targets. My management consulting skill from MBA and Six Sigma technique from General Electric enabled me to win the trust from the customers beyond sales relationship. These management and board sales experience will help growing your business by allocating adequate resource to focused operation area and targeted clients in the market.

## CAREER TO DATE

**THE BANK OF TOKYO-MITSUBISHI UFJ** (London branch) **UK** 2015.8 – 2016.4  
**Associate Director - Transaction Banking (Cash management) Office for EMEA**

- Worked with RMs in Amsterdam and Brussels on RFP response and implementation of cash management and Payment factory to Japanese major corporation groups in the regions including the biggest Japanese Auto maker and Heavy Industry Corporation
- Expanded bank's service area for payment and collection service in Scandinavia and Eastern Europe by establishing banking service alliance with other regional banks through business opportunity sharing and technical / operational adjustment
- Led global implementation team for actual cash pooling (including cross regional in EUR, GBP, USD and JPY), working closely with RMs and technical teams in order to meet customer's expectation from our response to RFP and beyond
- Initiated global project on JPY liquidity management, closely working with each regional treasury and compliance teams

**MARUBENI ITOCHU TUBULARS EUROPE** (HQ) **UK** 2013.11 - 2015.8  
**Business Development Manager (Direct report to COO) – Oil Company Tubular Goods Department for EMEA**

- Established and managed JV Company (M&A deal) in Spain and Russia, building business plan including HR strategy, evaluating investment value and negotiated with relevant stakeholders on the terms in various legal agreements

**MIZUHO CORPORATE BANK** (London branch) **UK** 2008.1 - 2013.7  
**Associate Director - Relationship Manager (Account officer for 30-40 MNC accounts in EMEA)**

- Prepared and submitting credit application, conducted all aspect of account opening (AML, Compliance, KYC and legal doc.)
- Increased relationship with insurance companies by providing a bank guarantee for their capital requirement
- Closed and financed acquisition (M&A deal) of game publisher and structured post-acquisition finance (GBP20 million)
- Conducted financial due-diligence, arranged acquisition finance for a JBIC North Sea Oil & Gas field (USD 2 billion)

**DAIWA SECURITIES SMBC EUROPE** (HQ) **UK** 2006.11 - 2007.10  
**International Equity Sales Trader (FSA authorized Investment Adviser)**

- Expanded customer portfolio by marketing European Equities to Japanese institutional clients, whilst executing agency tradings

**GENERAL ELECTRIC** (HQ) **USA / Japan** 2004.5 - 2006.10  
**Global Strategic Marketing Manager - Commercial Leadership Programme (Six Sigma) in Healthcare and Energy**

- Designed a new vendor bidding system which reduced total annual MRI installation costs by USD 0.5 million
- Implemented a new global pricing strategy, leveraging a products carbon-footprint to increase revenue by 2%

**MITSUBISHI MOTORS** (HQ) **Japan** 2003.4 - 2004.3  
**Global Assistant Manager - Group Controlling Department**

- Supported to build a 'Revival strategy' by facilitating senior management at Mitsubishi Motors, Daimler Chrysler and bankers

**ITOCHU CORPORARTION GROUP** (HQ) **Japan** 1995.4 - 2000.3  
**Sales and Business Development Leader - Pulp & Paper Section for Japan and Asia**

- Established and managed a paper recycling export business between Japan, China and Indonesia (annual sales USD 7million)

## EDUCATION

**Imperial College Business School, University of London** **UK** 2001.10 - 2003.2  
MBA – specialised in Advanced Strategy and Corporate Finance

**Birmingham Business School, University of Birmingham** **UK** 2000.10 - 2001.8  
Diploma in Business Administration Grade 2:1

**Yokohama College of Commerce** **Japan** 1991.4 - 1995.3  
Bachelor of Commerce

## LANGUAGE

Japanese (Mother tongue), English (Fluent)