

Joseph P. Kohatsu

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PROFESSIONAL EXPERIENCE

ICF International, Inc.

Corporate Business Services, Pricing Analyst

Washington, DC
February 2012 – Present

Responsibilities Include:

- Leading the preparation of business proposals and cost/price/financial analysis
- Preparing and presenting detailed cost/price briefings for senior management, including Request For Proposal (RFP) pricing requirements and evaluation criteria, risk analysis, pricing strategies and key financial metrics
- Developing and implementing VBA pricing models to provide labor rate/price, profit target and EBIT guidance on a full range of projects, including domestic and international procurements of all contract types for both government and commercial clients
- Supporting the technical staff and operation managers by reviewing and interpreting solicitation requirements, identifying the competitive analysis and preparing accurate and competitive cost/price proposals
- Ensuring pricing compliance with organizational, corporate and federal procurement policies and regulations such as GAAP and FAR

Banco Santander, S.A. | Global Banking & Markets

Latin America Credit Research, Summer Analyst

New York, NY
May 2011 – December 2011

- Created, updated, and interpreted credit models and financial data for credit research on Latin American corporate debt securities
- Interpreted market data models using *Bloomberg* and *Embarc* to analyze and monitor market trends and credit risk impacts on companies' fixed income & credit performance through financial metrics, future developments and market capitalization
- Assisted director on writing credit research buy, sell and hold reports for companies under coverage and weekly debt security analyses
- Contacted corporate management in both Spanish and Portuguese to extract and update value-added financial information
- Improved credit product quality appearance and formatting procedures by creating and enhancing financial template structures
- Took the initiative on recommending new value-added tools and systems to increase efficiency of managing client database

Electro Motion, LLC

Co-Founder & Partner

Washington, DC
Incorporated April 2011 – December 2011

- Co-founded energy producing company focused on creating and retrofitting exercise equipment into sustainable products that harness energy exerted from use to produce and store electricity
- Composed formal business plan for entrepreneurial competitions and venture capitalists
- Developed and executed company's organizational strategy to ensure full efficiency and effectiveness of business operations
- Responsible for formulating the company's unique business model and pricing strategy
- Led the initiative in identifying and negotiating with potential gyms for business partnerships

Enlightened Consulting, Inc.

Market Research, Intern

Washington, DC
May 2010 – August 2010

- Responsible for gathering research and recommendations on Small Business Innovation Projects that would leverage new and renewed contracts with federal government clients, recognized by managing President of the firm
- Conducted research to identify favorable sales leads and contract relationships using *Input* and *Sales Force*
- Provided support to the Marketing Director and led marketing initiatives for company recognition

EDUCATION

The George Washington University, School of Business

Bachelor of Business Administration: International Business & Finance, Minor: Spanish Language & Literature

Washington, DC
May 2011

- GWU Business Plan Competition, *Semi-Finalist*
- GWU Pitch George Entrepreneurial Competition, *Semi-Finalist*
- CFA Level I Candidate
- GWU Dean's Council for Multicultural Students, *Class Representative*
- GWU Organization for Latin American Students, *Class Representative*

Major Courses Include: International Banking & Finance, Corporate Finance, Financial Statement Analysis, Statistics for Business & Economics, International Marketing and Management, International Economics (Latin America), International Affairs (Latin America)

SKILLS & ACTIVITIES

Technical: Bloomberg, EMBARC, VBA/Macros, SAS, HTML, Google Analytics, MS Excel, MS PowerPoint, MS Word, MS Access

Foreign Languages: Fluent in Spanish, proficient in Portuguese

Activities:

- Sports Plus 501(c)(3) Non-Profit Organization for Children of Autism; *Athletic Coach & Mentor*
- Latin American Youth Center (English Language Learning Program); *Tutor & Mentor*

Interests: Financial Press, Investing, Entrepreneurship, Global Soccer, Classical Music, Traveling and Languages