

## NATALIE NGAI

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### EDUCATION

- 2012 – 2013** **London Business School, UK**  
Masters in Management (Grade A)
- 2009 – 2012** **University of Nottingham, UK**  
BA (Hons) Finance, Accounting and Management (2.1)  
Top Ten in UK Undergraduate of the Year Award 2011  
Business School International Student Academic Scholarship 2009-2010
- 2006 – 2008** **Roedean School, UK**  
A-Levels: Mathematics (A), Further Mathematics (A), Physics (A), Biology (A), Economics (A)  
Winner of School A-Level Prize 2008

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### BUSINESS EXPERIENCE

- Dec 2015 to Present** **INVESCO, Hong Kong**  
**Relationship Manager, Institutional**
- Responsible for building our global institutional business through developing multi-regional and multi-mandate relationships with the firm's key clients
  - Led global relationship meetings with large corporate, insurance and sovereign wealth clients to discuss investment priorities and service requirements for their global assets
  - Developed deep understanding of key clients' global organizational structure and investment priorities, and coordinated the execution of business plans including improving value proposition and services to clients
- May 2015 to Dec 2015** **INVESCO, Hong Kong**  
**Management Associate**
- Committee member of the Mutual Recognition of Funds initiative supporting sales and marketing activities including competitive analyses and as point of contact for portfolio updates
  - Led a project to enhance oversight of APAC products including setting up a framework for product integrity and initiating a standard new fund post-launch review process
  - Conducted strategic client analysis on Hong Kong Institutional segments to guide Institutional sales planning in 2016
- Sept 2013 to Apr 2015** **M&G INVESTMENTS, London**  
**Graduate Program**
- **Fixed Income, Leveraged Finance**
    - Analyzed issuing European companies and produced credit papers for financing term loan for approval by credit committee
    - Researched the competitive landscape of the European Loan Fund and presented to fund managers; findings are incorporated in client meetings to support the fund's proposition
  - **Fixed Income, Institutional Public Debt**
    - Proactively developed relationships with institutional clients invested in pooled funds and segregated mandates managed by the fixed income public debt business
    - Assisted in projects including analyzing cost structures and fee schedules to enhance commercial performance of fixed income funds
- July 2012 to Aug 2012** **BMI FUNDS MANAGEMENT, Hong Kong**  
**Summer Analyst**
- Produced analyst report on USD/JPY currency pair for currency risk hedging purposes to support sales and relationship management of Japanese clients
  - Analyzed the financial as well as non-financial performances of listed company Credit China (8207.HK), estimated share target prices and recommended the equity to portfolio manager
- Jun 2011 to Aug 2011** **CITIBANK, Hong Kong**  
**Summer Analyst - Institutional Clients Group**
- Analyzed institutional clients' e-banking needs and Global Transaction implementation team's performance to give useful recommendations for improvements to the head of the client delivery team

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### ADDITIONAL INFORMATION

- Completed the IMC (Investment Management Certificate)
- CMA (Chinese Manufacturers' Association of Hong Kong) Youth Chapter Committee member
- YIC (Hong Kong Young Industrialists Council) Youth Chapter Member
- Student Advisory Board, NACUE (National Association of College and University Entrepreneurs)
  - Advising and supporting the UK Department of Business, Innovations and Skills, including managing the allocation of £1.3m government funding
- President 2011 & Chair of Advisory Board 2012, Nottingham Entrepreneurs
- Founded CCUE (Chinese Consortium of University Entrepreneurs) in China in 2011
- SIFE – Expedition to Ghana to set up the infrastructure of a micro-financing company

**LANGUAGES** Native Cantonese, Fluent English, Intermediate Mandarin

**NATIONALITY** Canadian