

Johnathan Lim Ye-Jie

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WORK EXPERIENCE

IHS Markit

Associate / Fixed Income Sales Specialist / Jan 2015 – Present

- Fixed Income Sales Specialist – responsible for the sale of a suite of products which includes:
 - iBoxx fixed income indices
 - Bond, CDS and Loans pricing
 - Private Equity and Illiquid Debt Valuations
 - Portfolio Valuations
- Covers accounts that are predominantly buy-side firms
- Works closely with various product teams and business development managers to drive sales
- Liaise with sales and product teams globally to ensure coordination across multi-national accounts
- Experience running meetings with the C-suite and Heads of business functions
- Perform a sales support role for the APAC sales team (variously based in Singapore, Hong Kong, Japan and Australia)
- Responsibilities includes:
 - Preparation of pitch books and relationship reviews for client meetings
 - Responding to RFPs
 - Responding to ad-hoc client requests
 - Producing client gap analyses and,
 - Creating internal performance and revenue reports using Salesforce

Markit

Associate / Corporate & Sovereign Bond Pricing / Aug 2015 – Oct 2015 (3 months)

- Seconded to the Bond Pricing Team to gain in-depth product training
- Responsible for accurately pricing the US and APAC fixed income markets using proprietary models.
- Review databases and documentation for accurate pricing information.
- Perform credit spread analysis and dealers quote research
- Maintain existing pricing models as well as increase sector coverage.
- Manage client's challenges and general customer support

Markit

Intern (Sales) / 9 Jun 2014 – 15 Aug 2014 (10 weeks)

- Assembled the inaugural APAC Management Reporting dashboard for senior management
- Other significant projects: Client Relationship Reviews, Gap Analysis for G14 banks, Pitch Books and Product Overviews
- Accompanied sales team for meetings with clients
- Participated in trading simulator with global participants from BAML, Citibank and TD Bank amongst others

Bank of America Merrill Lynch

Intern (Yen Equity Settlements) \ 5 Aug 2013 – 3 Jan 2014 (6 months)

- Performed custody and control tasks to ensure timely settlement of trades for in house trading entity
- Liased with counterparties from global offices to follow up on trade status

ThOh Music School

Guitar Instructor / Apr – Jul 2011

- Taught the guitar to students in primary schools and at youth centers

EDUCATION

National University of Singapore

Aug 2011 – Dec 2014

- Bachelor of Arts in Economics
- GPA: 3.53

Temasek Junior College

Jan 2007 – Dec 2008

Vice President of Symphonic Band

- Grades: General Paper (A), China Studies in English (A), Project Work (A), Chemistry (B), Biology (B), Mathematics (C)

LEADERSHIP AND ORGANISATIONAL EXPERIENCE

Hall Promotion Board

Vice-Chairperson / Aug 2012 – Jun 2013

- Lead a committee of 12 people to promote Kent Ridge Hall as an ambassador of Kent Ridge Hall
- Planned and organized an exposure camp, Camp Blue Blood, and a booth during NUS Open House

KR Rockers

Chairperson / Aug 2012 – Aug 2013

- Responsible for the management of the musicians under the musical collective, KR Rockers

External Events Committee

Programmes I/C / Aug 2011 – Aug 2012

- Organized Kent Ridge Hall's annual 'Dinner and Dance' and 'Hall Bash'

Singapore Armed Forces

Training Specialist, Military Police Training School / Jan 2010 - Feb 2011

- In charge of the day to day running of various courses conducted by the school and the formulation of training programs

SKILLS/OTHER INFORMATION

- Knowledge of Fixed Income asset class
- Successfully completed a 2-day sales training conducted by Templar Advisors
- Excellent communication skills, good with people
- Proficient with Microsoft Word, Powerpoint and Excel
- Fluent in English (spoken, written) and Mandarin Chinese (spoken, written)