

Yah Fan Evan
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SUMMARY

Well rounded individual with a natural talent to connect and build rapport with people. His extensive sales experience has helped to hone his interpersonal & relationship management skills. Has a proven ability to work in a culturally diverse and fast paced environment. Possess strong analytical skills with exceptional attention to detail. Is self driven and willing to work beyond the call of duty.

EDUCATION

Chartered Financial Analyst (CFA) Program Level 1 Candidate	2017
University of London Bachelor of Science in Business (Second-Lower Honours), Singapore Institute of Management	2008 - 2011
Tampines Junior College 'A' Levels	2004 – 2005

WORK EXPERIENCE

OCBC BANK – Commercial Banking Cash, Corporate Wealth <i>Senior Manager</i> <ul style="list-style-type: none">Acquiring and managing a portfolio of High Net Worth local/regional corporate clients including NBFIs, Trusts and NPOs, with deposits of up to \$200million and annual turnover of up to \$300millionConsistently met monthly sales targets and achieved 240% for overall yearly KPI in 2016Achieved 140% of annual Treasury revenue target in 2016In-charge of new strategic initiatives to acquire and capture market share of clients from the NPO industryConducting in-depth research and analysis on the NPO industry to spearhead design of new strategic productsActively work with internal teams to draft sales proposals and lead sales pitches to key stakeholdersDealing with company's cash management services, Bonds, FX, Structured Deposits and Derivatives productsWork closely with loans, risk and credit team to prepare credit proposals and credit analysisConducting annual review on portfolio clients including due diligence, revenue projection, market analysisKeeping up to date on latest trends and regulations such as Basel III, FATCA and CRS	Jul2016-Present
OCBC BANK – Commercial Banking Cash, International Funds <i>Business Development Director</i> <ul style="list-style-type: none">Acquired and managed a portfolio of asset management companies and fund related entities (VCs, PE funds, Trustees, SPVs, family offices), with deposits of up to \$300million and annual turnover of up to \$2BillionAcquired and managed a strong network of international partners such as fund administrators, law firms, audit firms, family offices, LPs, trust companies and associationsConsistently met monthly sales targets and achieved 150% for overall yearly KPI in 2016Well-versed in different fund structures and their investment strategies in various jurisdictionsCoordinated closely with internal teams (Mezzanine capital, Venture debt, Legal, Treasury, Escrow, Brokerage)Conducted extensive due diligence on clients, including management, business model, AML/CFT checks, risk review, market and vetting through financials, PPM, M&AA/Constitution, Investment agreement and Trust deedEnsured transactions were performed swiftly (e.g. during capital call, deal execution, LBO, pre-IPO, exit)Won the Team award of "Excellence in New Revenue Initiatives" during the OCBC Bank Global Enterprise Banking Awards 2015.Conducted in-depth research and analysis on the VC and asset management industry and spearheaded design of new strategic products catered to fund managers and portfolio companiesProvided advisory on customized cash management solutions to fund managers and portfolio companies	Aug2015-Jun2016
OCBC BANK – Commercial Banking Cash, Corporate Wealth <i>Senior Manager</i> <ul style="list-style-type: none">Managed and grew a portfolio of High Net Worth local/regional corporate clients including NPOs, with deposits from \$5million - \$100million and annual turnover of up to \$100millionConsistently met monthly sales targets and achieved 250% for yearly KPI in 2014 and 150% in 2013	May2013-Jul2015

- Achieved 300% of annual Treasury revenue target in 2014
- Awarded Top 3 Performer in Annual Star Awards in 2014 and 2013
- Dealt with company's cash management services, Bonds, FX, Structured Deposits and Derivatives products
- Conducted annual review on portfolio clients including due diligence, revenue projection, market analysis
- Initiated weekly competitor analysis reports on Fixed Deposit and Structured Deposit rates
- In-charge of strategic planning projects to increase company's market share

OCBC BANK – Emerging Business

Nov2011-Apr2013

Business Banking Manager

- Acquired corporate accounts for new startups and cross-sold full range of Business Banking products
- Met and acquired more than 1000 new corporate accounts yearly and achieved 150% for yearly KPI
- Conducted extensive due diligence on new clients including management, business model, AML/CFT checks, risk review, market, competition and vetting through M&AA/Constitution and supporting documents
- In-charge of 2 branches for their Business Banking needs and managed a portfolio of secretarial and law firms
- Worked and coordinated closely with managers in the trade, credit and loans department

Market Probe Asia Pacific

Jun2009-Jul2010

Market Researcher

- Conducted market research for clients in various industries and collated feedback from targeted markets
- Made cold calls, surveys, interviews and consolidated daily data

KPMG

Apr2008-Jun2008

Admin Assistant

- Involved in beta-testing and large scale implementation of a new auditing program
- Conducted analysis through corporate data processing and submitted daily error reports

EXTRA-CURRICULAR ACTIVITIES

Junior Chamber International (Singapore)

2017

National Honorary Treasurer

- Manage the finances and ensure the transparency and solvency of the non-profit organization
- In-charge of all bookkeeping tasks, financial reporting, budget plans and compliance with local tax regulations
- Advised the board on financial strategy, cash flow management and investments
- Head of Investment committee with the aim to increase investment revenue and identify new revenue streams
- In-charge of sourcing for sponsorships, fundraising, grants, preparing and presenting funding proposals
- Represented Singapore Chapter to attend events and conferences organized by sister Chapters in APAC

Junior Chamber International (Singapore)

2016

National Secretary General

- Acting as chief administrative officer, in-charge of the overall functioning of the organization
- Providing adequate oversight and unbiased professional and correct advice to the executive committee
- In-charge of maintaining efficient communications between 4 local reporting chapters and over 100 members
- In-charge of liaising with national representatives from over 100 member countries and attending high-profile meetings and global conferences on behalf of the organization
- Meeting with leaders of other international organizations to arrange partnerships or other beneficial contracts
- Advisor for the Haze and MERS Awareness Programme, jointly organized by People's Association

SIM All-Rounder Student (ARS) Development Programme

2011

SIM All-Rounder Student

- The All-Rounder Student (ARS) Development Programme is launched to groom an elite group of selected final year students, whom are deemed to be the best representation of SIM, and equip them with the necessary skills to be career-ready and employable

SIM Kyokushinkai Karate Club

2010- 2011

Vice President

- Represented Singapore in the 1st All Asia Open Kyokushin-kan Karate Championship 2010 held at Malaysia. Awarded Champion in the *National Ashihara Karate Sabaki Tournament 2001*
- In-charge of organizing events, club meetings and ensured the safety of over 40 members during training
- In-charge of overseeing the attainment of financial support, liaising with school staff and managing of funds

ADDITIONAL INFORMATION

Languages: English, Mandarin

Skills: Certified Microsoft Office Specialist–Excel 2010 Expert

EXSA Awards: Star(2017,2016)