

PROFILE SUMMARY

- Institutional Fixed Income Sales/Credit Sales with 7 years of experience covering client base in Indonesia, Singapore, Malaysia, and Hongkong
- Specialties: Indonesian and Asian bonds e.g. USD High Grades, USD High Yield, USD Sukuk, and Local Currency Bonds (SGD and IDR)
- Singapore Permanent Resident (SPR)

WORK EXPERIENCE

PT Mandiri Sekuritas Singapore Branch, Singapore **September 2013 - Present**
Institutional Sales, Assistant Vice President

- PT Mandiri Sekuritas is the Investment Banking arm of PT Bank Mandiri (Persero) Tbk (Bloomberg ticker: BMRI IJ Equity), the biggest bank in Indonesia by asset size
- One of the founding team member of the first Indonesian securities house based in Singapore aimed to promote and market Indonesian bonds towards offshore investors in Asia
- Distributed bonds in primary market e.g. Republic of Indonesia (USD and EUR), Republic of Indonesia Sukuk (USD), Pakuwon Jati (USD), Ciputra Residence (SGD), and IDR Corporate Bonds totaled more than USD 200 Mio
- Performed IDR and non IDR bonds secondary trading focusing on USD Indonesian and Asian Credits
- Established almost thirty new client and counterparty lines within 2 years period

SJS Markets Pte Ltd, Singapore **March 2012 – August 2013**
Fixed Income Institutional Sales, Assistant Vice President

- Generated more than SGD 100,000 in fee-based income within 1 year period
- Established more than thirty new counterparty lines and more than twenty new client relationships within 1 year period
- Established relationships with new clients within South East Asia focusing on Indonesia, Singapore, and Malaysia
- Executed client orders in a timely manner with effective, efficient, and at the most profitable price
- Crossed-sell Asian bond transactions among other SJS Markets branches in Hongkong, Dubai, and Lausanne

PT Mandiri Sekuritas Tbk, Jakarta – Indonesia **October 2009 – February 2012**
Fixed Income Institutional Sales, Analyst

- Distributed government and corporate bonds in primary market
- Performed IDR and USD Indonesian government and corporate bonds transactions in secondary market
- Total Nominal of secondary trading transactions in 2011: IDR 2.5 Trillion (approx. SGD 250 Mio). Most of it (80%) came from IDR bonds transaction
- Covered domestic and offshore-based investors

Deutsche Bank AG, Jakarta – Indonesia **July 2008 – September 2009**
Global Transaction Banking Graduate Trainee, Analyst

- Completed Global Induction Training Program in London and Frankfurt and also finished on-the-job training among Cash Management Corporate, Trade Finance, Domestic Custody Services, and Capital Markets Sales divisions

EDUCATION

University of Indonesia (UI), Jakarta, Indonesia **2004 – 2008**
Bachelor of Economics (Upper 2nd-Class Honors)
Faculty of Economics; Major: Management

ADDITIONAL QUALIFICATIONS

- CMFAS Module 1B, 4B, and 6 by The Institute of Banking and Finance (IBF), Singapore
- CMFAS Module 5 by Singapore College of Insurance (SCI)
- Brokers/Dealers License (WPPE) by Indonesian Capital Markets License Authority, Indonesia
- Fluent in English (IBT TOEFL score = 106, October 2010), Bahasa Indonesia (Native), and Mandarin (Basic)
- Proficient Bloomberg and Reuters user