

SUMMARY OF QUALIFICATIONS

- Experienced in pitching investment products across asset classes: Equity & Fixed Income, Commodity, cross-border programs, PE FoF strategies, ETFs, Infrastructure and L/S Alternatives investment strategies
- Mandate won: Global Government Bonds, Global Equity, Global/EM/Asia IG, Quantitative strategies, Commodity, Money Market Funds and etc.
- Covered market & client segments: Central Banks, Sovereign Wealth Funds, Public & Corporate Pensions, Insurance, Endowment & Foundations, Trust, Corporations in Southeast Asia (SEA)

PROFESSIONAL EXPERIENCE

Sales Director *Asia Institutional (ex-Japan, Korea, Australia), Pioneer Investments* Apr14 – present

- Heading the Asia Institutional team to build the institutional business from developing sales & marketing strategies, crafting the fund-raising plans for opportunities in SEA markets
- Formulate the strategies to provide the Solution-Oriented Investment Advisory service, design and implement the Knowledge Transfer & Training program for targeted institutional clients (i.e. pension investors)
- Sourced successfully institutional assets for segregated mandates & commingle funds with over US\$300 million

Institutional Sales *Global Client Group, Deutsche Asset Management* Jun-Aug 08, Jul 09 –Feb 14

- Key sales in securing a commodity mandate US\$100 million with a central bank, a global FI mandate US\$350 million with a corporate by working closely with fund management, legal, compliance and operations team globally throughout RFP, pitching presentation, IMA negotiation and client adoption (received “One Bank – Cross Channel Award”)
- RM for top institutional clients and investment consultants to provide investment analysis and advice on various product proposals ranging from MMF, FI, equity and alternatives by identifying the clients’ asset allocation plan
- Formulated strategic plan, identify potential prospects list of institutional investors, prioritize countries & markets with execution plan and implementations
- Organized investment conferences/colloquia in Beijing (with JV Harvest FM), Frankfurt & Singapore

Financial Analyst *General Electric Commercial Finance, Stamford, Connecticut, US* Jan 2007-May 2008

- Worked directly with hedge funds, pension funds and asset managers clients to develop quantitative investment products
- Designed and developed a structured stochastic Risk Assessment Model to solve high delinquency problems (\$90 million) in a \$80 billion corporate loan portfolio, provide analysis & recommendations through live demo & white paper
- Recipient of GE “Imagine” Award (Spring 2007) for outstanding performance

Financial Analyst & V.P. of Business Development Jan 2005-June 2006

Mandarin Corporation, Toronto, Ontario, Canada (the biggest franchise in Ontario)

Trader & Financial Analyst Dec 2002-June 2003

Investment Bank Dept., Zheshang Securities, Hangzhou, P.R. China

Sales & General Manager June 2001- Dec 2002

Digital China Ltd., Shanghai & Hangzhou, P.R. China

EDUCATION/SKILLS

Master of Applied Financial Mathematics *University of Connecticut, Storrs, CT* GPA 3.8/4.0 Dec 08

Master of Business Administration (Finance) *Brock University, St. Catharines, Ontario* Dec 04

“Beta Gamma Sigma” Honor of lifetime membership GPA 3.6/4.0

Bachelor of Engineering in Management Science *Zhejiang University, Hangzhou, P.R. China* June 01

“President List Award” GPA 3.6/4.0

Candidate for CFA LevelIII