

# NICOLE CHAN

## PERSONAL DETAILS

Mobile : 9227 7799

Email : Nicole.J.Chan@hotmail.com

## WORK EXPERIENCE

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RHB Securities Singapore Pte. Ltd

Jan 2010 - Current

**Institutional Equity Sales, Singapore**

*Vice President*

*(Promoted) Jun 2014 - Current*

*Assistant Vice President*

*(Re-joined) Oct 2012 – Jun 2014*

*Assistant Vice President*

*(Promoted) Jan 2011 – Apr 2011*

*Senior Associate*

*Jan 2010 – Dec 2010*

### Responsibilities:

- Identified and presented investment opportunities to asset management and private equity firms
- Conducted daily conference calls with fund managers and private equity investors on macroeconomic updates, portfolio position updates, new issuances and trade ideas
- Acquired and on-boarded new institutional clients through sales meetings and pitches
- Organized marketing campaigns such as corporate road shows, conferences and client events
- Arranged regular client meetings to propose new investment ideas
- Trained and liaised with over 100 staff in the firm on the “Balanced Score-Card” corporate strategy system
- Ranked in AsiaMoney (Singapore) as top institutional sales broker in 2015 (# 4)
- Ranked in AsiaMoney (Singapore) as top institutional sales broker in 2014 (# 2)
- Ranked in AsiaMoney (Singapore) as top institutional sales broker in 2013 (#12)
- Ranked in AsiaMoney (Singapore) as top institutional sales broker in 2010 (#19)

**Lazard Asia Limited**

May 2011 – Dec 2011

**Investment Banking & Corporate Finance, Singapore**

*Research Analyst*

### Responsibilities:

- Assisted senior bankers on the origination and execution of M&A and divestment transactions across multiple sectors in shipping, maritime technology, oil and gas, retail and consultancy services
- Conducted in-depth research on various industries, companies, potential buyers including strategic and financial investors
- Developed pitch books, valuation presentations, information memorandum and board presentations
- Built complex financial projection and valuation models including DCF, trading comparables and transaction comparables

### Transaction highlights:

- Potential sale of a leading commodity company based in Singapore with an EV of circa US\$1 billion
- Closed in August 2011: Restructuring of a bulk carrier operator with a negative charter book of circa US\$100 million

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**Deloitte Touche Tohmatsu Limited**

**Jan 2007 – Nov 2009**

**Global Financial Services Industry Group, Australia (Sydney) & Singapore**

*Senior Auditor, Singapore*

*(Promoted) 2009*

*Analyst, Sydney, Australia*

*(Promoted) 2008*

*Graduate, Sydney, Australia*

*2007*

### Responsibilities:

- External auditor, focused on the banking and financial advisory firms
- Planned, budgeted and ensured timely fulfillment of key objectives for multiple engagements so as to achieve audit efficiency
- Reviewed the appropriateness of policies and procedures, assessed the design and effectiveness of business operational processes as per regulatory framework: ACRA, Banking Act, MAS Act and Notices
- Independent review of clients' accounting treatment and their financial statement presentation as accordance to the Financial Reporting Standards
- Recommended processes and indicators to clients for reduction of operational risks
- Mentored and provided guidance to junior members of the engagement team
- Active member in organizing events and seminars for Deloitte's Inspiring Women team and the Global Financial Services Industry team

## EDUCATION

**The University of Sydney, Australia**

**Mar 2003 – Dec 2005**

- Bachelor of Commerce, majoring in Accounting and Business Law
- Founding committee member of Australian Business Ethics Society
- Committee member of Singapura Society, actively mentored and assisted foreign students in their transition to Australia