



DEREK YAP

With a passion for customer satisfaction, I am looking for Client Servicing, Account Manager or Project Management roles, leveraging on 6 years of business development and account management experience.

748C Bedok Reservoir Crescent #06-41 S(473748) • +659789 4121 • yapderek85@gmail.com

WORK EXPERIENCE

Oxford Economics

Jun 2016 - Present

Business Development Manager, Japan and Korea

- Develop sales plans to maximize revenue from new and existing clients.
- Accountable to understand, tailor and propose products based on customers' current needs.
- Understand customers' environment in order to be successful in pitching and positioning Oxford Economics' solutions to be a solution and an enabler.
- In constant connection with economists to understand the macro-environment and the possible trends that lies ahead. These knowledge are translated to conversations that become touch points to prospects and customers.
- Demonstration/presentations of our solution to clients, in partnership with economists.
- Manage the entire buyer's journey from discovery to, negotiation and closure.
- Organised monthly email marketing campaign for targeted markets.

Preqin Pte Ltd

Aug 2011 - Jun 2016

Senior Account Manager

- Responsible for bringing in new business and for managing accounts to help existing customers understand how they might better use our products.
- Attended regional conferences to promote brand awareness in the region and to expand business relationships with various financial institutions.
- Pioneered the Singapore Clients Services Sales Team. Conducted interviews for new sales personnel. Provided product training to new sales executives. In charge of targets for Account Management team.
- Worked across various asset classes: private equity, real estate, infrastructure and hedge funds.
- Built and maintained strong relationship with Hedge Funds, Private Equity Funds, Fund of Funds, Family Offices, Sovereign Wealth Funds, Central Banks, Private Banks, Asset Management Firms, Prime Brokers, Hedge Fund Administrators across Asia Pacific and Middle East.
- Data-mining of in-house CRM for new leads, and for up-selling to current clients.
- Managed entire sales process from lead generation and initial pitch, to sales presentations and negotiations.
- Managed platform's "livechat" service, providing timely customer service.
- Account Manager of the company's biggest clients such as Temasek Holdings, Korea Investment Corporation, Bank of Japan, Monetary Authority of Singapore, etc.
- Achieved 150% of sales target in 3 consecutive quarters of 2012, 2013 and 2014.
- Achieved 100% of renewal targets in 3 consecutive quarters of 2014 and 2015.
- Actively contacted new sales leads and presented optimal data solutions to C-levels and executives.
- Meeting regional clients quarterly to build relationships and provide training of database platforms.

Customhouse Fund Services

May 2010 - Aug 2011

Reconciliation Accountant

- Managed multiple funds on daily basis.
- Enhanced excel spreadsheet for ease of use and effectiveness in reconciliation of funds.
- Liaised with brokers/custodians to ensure accurate a timely receipt of all portfolio information.
- Full knowledge on the usage of Bloomberg Terminal.
- Portfolio reconciliation for monthly funds.
- Organized company events for social committee team.

The Bank of Tokyo-Mitsubishi UFJ, Ltd

Jul 2008 - Sep 2008

Administrative Assistant - Trade Finance Dept

- Reporting of trade status and funding information with online systems.
- Programs include: sales tools, lead generation, customer seminars and sales promotions.
- Use of Smile System for daily import and export transactions.
- Ensure daily export documents are endorsed properly.
- Worked as a team for DHL processing.

University of London

2006 - 2009

B.Sc Banking & Finance (Honours)

- Team member and Treasurer of Badminton team

Anglo Chinese Junior College

2002 - 2003

GCE A Level Certification

- Vice-captain of Cross-country Team

Anglo Chinese School BR

1998 - 2001

GCE O Level Certification

- Section Commander of National Police Cadet Corps

EDUCATION

- CMFAS M1a,
- CMFAS M1b
- CMFAS M2
- COMAT ES WSQ – Perform Advanced Spreadsheet Functions – Microsoft Excel

PROFESSIONAL CERTIFICATION

- Skilled in a range of IT applications including Microsoft Office (Word, Excel, Powerpoint), Mac Software, iMovie, Adobe Photoshop and Bloomberg Terminal.
- Fluent in spoken and written English and Mandarin.
- Clean Class 3 Driving Licence.
- Available date: 1 month notice period