

Yee Choon Kit

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EDUCATION

2006 - 2010 **Singapore Management University (SMU)**
Bachelor in Social Sciences (Honours)
Double Majors in Political Science & Finance

WORK EXPERIENCE

- Sept 2015 – Current** **ABN AMRO Clearing Bank N.V., Relationship Manager**
- Managing pool of hedge fund, proprietary trading clients trading multi asset classes
 - Contributed to 20% increase of revenue for my pool of clients in FY 2016
 - Onboarding clients through effective management and communication to internal stakeholders eg. Operations, Risk, Technical teams
 - Increasing ROE by efficient allocation of clients' credit line
 - Strong understanding of Treasury and SBL services
 - In-depth knowledge of APAC equities & global futures/options markets
 - ETF creation/redemption expertise accumulated through working with fund managers
 - Opening up new markets and products offerings to clients
 - Adhering and performing due diligence checks and annual compliance reviews for clients
 - Strong negotiation skills for fees renewal and enforcement of tighter global regulatory requirements
 - Preparing client risk management and credit proposals
 - Appointed Co-Chairman for ABN AMRO Bank's 2016 One Bank One Team initiative
- Oct 2014 – Sept 2015** **Mizuho Securities (S) Pte Ltd, Asst. Vice President, Futures Sales**
- Spearheaded Mizuho Securities' Asia – ex Japan sales for futures & OTC swaps clearing and execution
 - Cross selling of financial products with corporate bankers from Mizuho Bank
 - Opened up new markets in South East Asia and Greater China
 - Established relationships with major energy/commodity traders (Sinopec, Unipet, Petronas, Vitol etc), financial institutions (Standard Chartered Bank, China Merchant Bank etc) & brokers

- Initiated the company's first foray into the Taiwanese market by working with several top Taiwanese FCMs
- Negotiated and brokered the company's first Introducer Agreement with Neo & Partners, a local trading arcade
- Implemented cost saving strategies and increasing sales figures by 25% to improve department P&L for FY 2014
- Preparing credit reports and risk reviews for risk committee
- Preparing KYC documents for new client onboarding
- Part of the working group for company's MAS audit in 2014

Jan 2011 – Oct 2014 Phillip Securities Pte Ltd, **Senior Dealer**

- Headed the global and institutional sales at Contracts for Difference (CFD) Department
- Started CFD prime service business and onboarded Baiduri Bank for white labeling business
- Overseeing CFD business for Phillip Capital Australia and started an Asian CFD dealing desk to capture Asian AUM
- Managing clients' investment portfolio of US\$10 million by providing investment strategies and trade execution services
- Structuring new CFD equity markets for trading with counterparties Morgan Stanley & Deutsche Bank
- Led a team of business analysts and crafted the ASX Equity & Index CFDs in 2013
- Mentoring junior dealers with potential to head the CFD business in Australia and UK offices
- Concluded the department's first Introducer Broker Agreement with a Taiwanese investment fund
- Presented at local and overseas investment seminars

PROFESSIONAL CERTIFICATIONS

- MAS Licensed Trading Representative (Rep No: YCK300028559)
- CMFAS M1, M2A, M5, M6, M6A & M8 certified
- Professional Chinese in Finance & Accounting Certification from NTU

LANGUAGE & IT SKILLS

- Proficient in Microsoft Word, Excel & PowerPoint
 - Native speaker in English, Mandarin & fluent in Cantonese
 - Knowledge in FIX connectivity
 - Experience in using Trading Technologies, CQG trading platforms, Bloomberg EMSX
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