

IVAN W. LEONG, CFA

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Work Experience	Citi Private Bank, Singapore Investment Counselor Vice President, Investment Advisory & Sales Unit, South Asia <ul style="list-style-type: none">Managing a book of 30 mega-wealth clients across Indonesia, Singapore and Malaysia, with total investment AUM of over US\$1 billion in market valueReviewing client portfolios periodically to identify need for rebalancing of investment objectives, subsequently working closely with clients to understand and address their requirements and concernsAdvising clients on portfolio construction and asset allocation for tactical and strategic decisionsBuilding relationships with clients through daily engagement, providing regular market updates and pitching tailored investment ideas across all asset classes (equities, bonds, rates, currencies, alternatives)Working closely with internal stakeholders for idea generation and content improvementRevenues up 80% year-on-year as of April 2017 (across capital markets and managed investments)	Jun 2015 - Present
	RBS Markets & International Banking, Singapore Associate, Corporate FX Sales <ul style="list-style-type: none">Quoted and executed trades in G10 and EM currencies across spot, forward, swaps and options as well as prepared regular market summaries to clients - large local corporates and multi-national corporationsProvided FX and interest rate hedging solutions for clients using swaps and derivativesDirect contact for multiple corporate accounts, including some commodity proprietary traders, and was responsible for maintaining and developing key relationshipsPlayed an integral part in exceeding revenue targets for 2014 despite being 20% understrength	Apr 2012 – May 2015
	UBS Investment Bank, Singapore Analyst, Global Capital Markets and Corporate Client Solutions <ul style="list-style-type: none">Created pitch books for client presentations - synthesized primary debt market developments, economic and credit research reports, analyzed order books from past transactions to identify key potential investors, and updated relevant trading comparablesPrepared daily and weekly market updates for clients by summarizing primary and secondary market activity as well as relevant deal flow information	Sep 2011 – Dec 2011
	RBS Global Banking & Markets, Singapore Summer Analyst, Debt Syndicate <ul style="list-style-type: none">Analyzed developments and identified opportunities in CNH, HKD, SGD bond marketsInvolved in the pricing and allocation process of several issuances from sovereigns, corporates and financial institutions, mainly from India and Korea	May 2011 – Aug 2011
Education	Singapore Management University BSc. Economics (second major in Finance) <ul style="list-style-type: none">GPA: 3.72 / 4.00, Magna Cum Laude (High Distinction)Awards: SMU Scholarship 2007, Dean's List 2007-2009Fall Exchange Program in Akademia Leona Koźmińskiego, Warsaw, Poland from Sep 2010 – Jan 2011Pioneered a two-week Overseas Community Service Project and led a group of 20 undergraduates to refurbish playing rooms and teach English to disabled children at an orphanage in Ho Chi Minh City	Aug 2007 – Apr 2011
Skills & Interests	Languages: Fluent in English & Mandarin, conversational proficiency in Cantonese Technicals: Bloomberg, Dealogic, EViews, Factset, Factiva, VBA Certification: Client Advisor Competency Standards (CACS), CMFAS Modules 1B, 6 (exempted), FMRP Interests: Competitive team sports (Basketball, Football), Golf, Travelling, Photography, Piano, Wine	
References	Available upon request	

