

Terry Khoo Derui – Curriculum Vitae

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ACADEMIC QUALIFICATIONS

- The University of Melbourne (Australia)** **2013 – 2015**
- Bachelor of Commerce (Economics & Finance – Double Major)
 - Relevant Modules: Derivative Securities, Corporate Finance, Investments, Econometrics
- Monash College (Australia)** **2012 – 2013**
- Diploma of Business (Commerce)

WORK EXPERIENCE

- KPMG Services Pte. Ltd. (Singapore)** **January 2016 – Present**
Second-Year Associate, Transfer Pricing
- Provided transfer pricing services to multinational clients over a wide range of industries, including shipping, real estate, commodities, financial institutions and investment management firms
 - Interviewed the senior management of our clients and utilized research databases such as Bloomberg/Dow Jones in order to provide an overall analysis of the functions, assets and risks our clients assume so as to ascertain the commensurate remuneration against their competitors in the industry
 - Analyzed and improved the cost allocation structure for a portfolio of five investment management firms and financial institutions, preventing situations where the clients would be in a loss making position from overexposure to risks in foreign jurisdictions
 - Provided audit defence to clients as well as responded to tax queries from the tax authorities
- Oversea-Chinese Banking Corporation (Singapore)** **November 2013 – February 2014**
Summer Intern, Commercial Banking – Investment Banking Business/Regional Business Unit
- Supported the sales teams by preparing institutional client profiles qualitative research and due diligence, ran macros in Excel to aggregate financial data
 - Assisted the sales teams in business development with clients during the Chinese new year event for major offshore clients
 - Facilitated training for the sales teams in a business trip to Malaysia in order to better advise clients in their business expansions to Malaysia
- Anytime Fitness Carlton (Australia)** **2015**
Temporary Staff, Sales and Marketing
- Conducted the Sales and Marketing campaigns in order to assist with the startup of the new club
 - Managed and onboarded new clients to the gym, especially handling all the Chinese clients
 - Supervised the gym in the absence of the gym manager
- Subway Carlton (Australia)** **2014**
Temporary Staff, Night Shift Supervisor
- Supervised the night shift, performing the end of day stocktake and closing of accounts
 - Trained and mentored new staff on day-to-day operations

CO-CURRICULAR ACTIVITIES

- Melbourne University Weightlifting & Powerlifting Club** **2014 – 2015**
Assistant Coach
- Coached competitive athletes on powerlifting technique and competition mentality
- Powerlifting** **2014 – Present**
- Represented University of Melbourne at the Strength and Fitness Australian Winter Open – 1st place
 - Represented Powerlifting Singapore at the Singapore Powerlifting Invitationals 2015 – 2nd place
- Rugby** **2010**
- Junior college rugby team – achieved runner up in the 'A' Division Police Plate Championships

SKILLS AND INTERESTS

Software: Proficient in MS Office applications (Word, Excel, PowerPoint), Bloomberg Terminal

Languages: English (native), Mandarin Chinese (conversational)

Interests: Competitive Weightlifting (powerlifting), Rugby, Swimming, Music (piano and guitar)