

JENNY NGUYEN, CFA

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EDUCATION

2007-2009	Charter Financial Analyst	
2004-2005	National University of Singapore	Singapore
	Master of Social Sciences (Economics)	
	GSA scholarship (Graduate scholarship for ASEAN Nationals), GPA 4.5/5	
	<ul style="list-style-type: none"> Committee member of EGSS (Economics Graduate Student Society) 	
1996-2000	National Economics University	Hanoi
	B.A in Economics	
	<ul style="list-style-type: none"> Among top 5% student; GPA 8.2/10 	

EXPERIENCE

Nov 2011 – Present	Schroder Investment Management	Singapore
	Business Development Manager	
	<ul style="list-style-type: none"> Part of institutional sales team growing AUM from USD 2.5bn to USD 5bn in the last 4 years Cold calling and utilizing current network to create strong sales pipeline Leading major sales activities in Singapore, Thailand, Philippines, Vietnam, and supporting sales activities in other markets in Southeast Asia such as Brunei, Malaysia, Indonesia Meeting with prospects to discuss investment needs and to offer suitable investment products Servicing Tier 1 clients, attending portfolio reviews, responding to all inquiries, cross-selling new products, discussing market outlook, and analyzing portfolio performance Managing relationships with investment consultants to explore new sales opportunities Organizing regular Thought Leadership Forums, training clients, preparing presentations and RFPs 	
Nov 2010 – Nov 2011	Havenport Asset Management	Singapore
	(Formerly Congruix Investment Management – Legg Mason)	
	Client Service Associate, Sales and Client Service	
	<ul style="list-style-type: none"> Lead account manager for clients with total AUM of USD 2bn in Asian Equities Attended portfolio reviews, discussed investment outlook, and explained performance to clients Prepared investment reports, presentation materials, RFPs, RFIs 	
Jan 2010 – Nov 2010	The China Navigation (Swire Group)	Singapore
	Business Development Analyst, Commercial Department	
	<ul style="list-style-type: none"> Built finance models for both internal and external projects Evaluated investment cases allocating \$200 million to newly built vessels Supported the commercial manager in selling logistic projects and managing existing client relationships 	
June 2008 – May 2009	Wellington Management Company	Boston
	Research Associate, Global Industry Research	
	<ul style="list-style-type: none"> Completed three month intensive Equity LAUNCH investment training program conducted by Wellington Management's top investment professionals and professors from Harvard University, Babson College, University of Wisconsin Worked on a rotation basis with commodities, real estate, and automobile portfolio managers in equity research i.e. built financial models, attended company meetings, conducted industry research, assigned internal stock ratings and recommended to portfolio managers 	
May 2006– May 2008	Wellington International Management Company	Singapore
	Business Development Assistant, Business Development Group	
	<ul style="list-style-type: none"> Part of the newly established business development team covering Southeast Asia and Korea Cold-called to explore new opportunities, attended meetings, and followed up on open issues with regional institutional prospects. Worked with private bank clients to support the sales of Wellington's mutual funds on their retail platforms Responded to all requests and inquiries from prospects on different investment products Prepared presentation materials, coordinated RFPs Organized investment seminars and conducted training to prospects on various investment topics 	

ADDITIONAL INFORMATION

2006	Awarded European Erasmus Mundus full scholarship for the European Masters in Strategic Project Management from Heriot – Watt University, Scotland, Politecnico di Milano, Italy, and Umea school of Business and Economics, Sweden
2003	GSA scholarship (Graduate scholarship for ASEAN Nationals) Enjoy outdoor activities, sports, sewing, traveling