

Name: Wan Ting CHANG, Elie

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Availability: 24th Jul 2017

Eligibility to work in Australia: Visa granted with full working rights with no restriction in hours/type



Summary

- Fluent in both spoken and written English & Mandarin
- Basic level for spoken Cantonese
- 5 -year Transaction Banking/Cash Management experience
- Regional client management exposure
- Coordinated BNP Paribas' evening event for Eurofinance 2012 (Singapore)
- Participated actively in community involvement programs like 30-hour Famine Camp & voluntary work organized by Company
- Good team player and attained leadership skills from projects, camps and school (e.g. was in the prefectorial board, subject and class representative, In-Charge of Welfare & Publicity section in Co-Curricular Activity)

Education

Bachelor of Commerce, 2007-2010

University Of Western Australia, (Crawley Campus, Western Australia),

- Major in Finance (Corporate), Finance (Investment) and Marketing
- Minor in Financial Accounting

GCE A Levels, 2005-2006

St. Andrew's Junior College (Singapore)

Employment

13th October 2014 – Present: Assistant Vice President, Client Management (Regional), Global Liquidity & Cash Management- at HSBC Hong Kong

Responsibilities

- Dedicated account management (Current Portfolio: International corporates headquartered in Europe mainly)
- Maintain and maximize revenue from existing clients by reviewing current strategies & products
- Increase customer wallet share through cross-selling products and delivery of service solutions as well as lead referrals to product partners
- Explore business opportunities and expand the Bank's market share of Liquidity & Cash management
- Prepare & conduct periodic service reviews/presentations with clients
- Regular meetings & presentations with product partners to review strategies and revenue tracking
- Support the effective and efficient implementation of new services
- Coordinated the development & implementation of project in partnership with product partners to execute liquidity/cash management solution for customers

2nd April 2012 – 28th Sep 2014: Analyst, Transaction Banking/Client Management- at BNP Paribas Singapore

Responsibilities

- Dedicated account management (Portfolio: Shipping & aviation,)
- Communication of analytical insights on deposit gathering performance, market intelligence and ensuring day-to day and monthly deliverables are executed – liquidity, interest and sales reports
- Explore business opportunities and expand the Bank's market share of Cash Management/ Transaction Banking

26th September 2011 – 25th January 2012: Trustee Operations, RBC Investors & Treasury Services (Project/Contractual)

Responsibilities

- Reconcile all the Trust accounts and identify discrepancies
- Account opening/termination and setting up of distribution/subsorption/foreign accounts with the banks/companies
- Perform fund investment restriction, due diligence, compliance checks on unit trusts under the company's trusteeship and other accounts
- Evaluate funds' compliance with all relevant investment restrictions via in-house system and Bloomberg
- Liaise with external auditors/tax agent for account issues.
- Worked closely with legal and client services to discuss and resolve KYC/AML issues

1st July 2010 – 29th July 2011: Client Services at CMC Markets Pte Ltd

Responsibilities

- Transaction/client management: investigating issues regarding financial products, corporate actions, margin calls, trades discrepancies concerning FX, equities, commodities CFDs and more.
- Trade execution
- Performance evaluation on team members
- Perform UAT on new systems
- Educate clients from China, Hong Kong & Singapore on trading platform and products
- Managing sales leads