**TEO QIU GUI**

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**WORK EXPERIENCE**

**WPP Singapore Pte Ltd** *–Transaction Services Manager* [Sep 16 – Present]

* Execution of due diligence on Advertising/ Media/ PR companies in Asia Pacific (excluding Japan)
* Focusing on Digital agencies/ Advertising technology
* Financial analysis of targets, compute normalised profits, estimate working capital requirement
* Includes completion, SPA review and integration support
* Managing all stakeholders in each deal, both internal and external, in identifying revenue and costs drivers of Target

and highlighting differing practices of the Target with the operating companies

* Evaluating deal risks/ issues in a commercial context
* Participating in M&A team kickoff meetings with potential targets and also providing deal leads to M&A

**KPMG Services Pte Ltd** *– Assistant Manager* [May 14 – Aug 16]

*Transaction Services (May 14 - Present)*

* Maintains close relationships with a number of Private Equity clients and works with their origination teams to explore opportunities, as well as providing buy-side advice on their proposed acquisitions including basic LBO modelling. Total enterprise value of projects to date has exceeded USD 200million.
* Responsible for financial due diligence services for proposed acquisitions for both private equity and corporate clients, to address their needs in different strategies (financial vs strategic) for projects in various APAC countries such as Jakarta, Taiwan and Vietnam.
* Has been involved in vendor assistance projects for sell-side M&A, where the scope centers around assisting with dataflow to bidders, addressing due diligence queries on behalf of clients etc.
* Successfully involved in APAC regional project management of KPMG’s largest global separation project to date for an international pharmaceutical firm. Took the lead in phase 2 of the same project in Vietnam for 2 months, to introduce the KPMG Vietnam team to the separation PMO work scope.

**BNP Paribas Wealth Management (Singapore Branch)** *– Associate* [Jan 12 – Apr 14]

*Financial Control Associate (Jan 2012 – Dec 2012)*

* Reports directly to Regional CFO
* Key liaison with Head Office (Paris), Group Development & Finance on financial control procedures and implementation
* Oversight of the work procedures set-up in Regional Finance.
* Performs independent controls for Finance self-assessment, health indicators, Key Surveillance Points, sensitive accounts, and other control indicators
* Responsible for internal auditors and external auditors on control matters
* Responsible for write-up of a Sensitive Accounts Framework for WM Singapore and WM Hong Kong.
* Responsible for liaison with MAS on liquidity stress tests and surveys

*Management Information System Associate (Jan 2013 to Apr 14)*

* Responsible for Management Reporting of AUM and New Cash
* Responsible for maintaining integrity of RM Performance Reports, inclusive of Key Clients Group
* Overall in charge of initiative which aimed to reduce reconciliation processes by means of liaising with IT department to troubleshoot and to generate a single Control Report

**Deloitte & Touche LLP** *Global Financial Services Industry – Audit Senior Asssociate II* [Aug ‘08 – Dec ‘11]

* Audited various international financial institutions & commodities trading firms, mainly banks (e.g. Dexia Banque, Royal Bank of Canada, Cologne Reinsurance, Mitsui & Co Energy Risk Mgt, Bank of Tokyo etc.)
* Was involved in the credit walkthrough and test of control in the private banking arm of Royal Bank of Canada. This includes pre-acceptance procedures like KYC, PEP, AML/CFT, Due Diligence, as well as ensuring they have monitoring controls and processes in place, e.g. STR (Suspicious Transactions Reports).
* Was in involved in the acceptance of new client (Dexia Banque Internationale A Luxembourg) which includes the assessment of the client, risk-assessment to determine key areas to test during audit, planning of testing etc. Was particularly involved in testing of investing including bonds, FX, Money Markets, as well as Head Office Reporting.
* Was involved in SOX (Sarbanes-Oxley Act) Audit for Bank of Tokyo-Mitsubishi UFJ, Ltd. This audit is done based on both US GAAP and J-GAAP. Walkthroughs and testing done were focused strongly on internal controls.
* Was involved in audits of insurance brokerage (Marsh Singapore Pte Ltd) and reinsurance (Cologne Reinsurance). Learned various controls and terminology in the insurance industry including actuarial estimates, maintaining fiduciary accounts etc.
* Gained valuable insight of internal corporate environments of banks and securities firms e.g. principal activities, compliance testing, organizational structure etc
* Learned to work as a team efficiently with different teams on different engagements and undertook certain leadership responsibilities as an Audit Senior Associate, such as audit planning, budgeting etc.

**Events Inc** *Co-founder* [Jun ‘06 – Jul ‘08]

* Set up an events company with school-mate in university.
* Learned to network to source for suppliers and customers.
* Learned to negotiate terms and conditions to fit different needs / budgets of various customers.
* Events included Dinner and Dance functions for various Halls in NTU and one wedding anniversary on board a yacht.

**ACADEMIC QUALIFICATIONS**

**Nanyang Technological University.** *Bachelor of Accountancy*  [2005 – 2008]

**Tampines Junior College.** *Distinction in General Paper and Math C* [2000 – 2002]

**ICPAS** – Certified Public Accountant [2010 – Present]

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