**Winnie Ng**

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16 September 1988

Singapore Citizen

More than six years of experience in corporate finance, market research and compliance/due diligence work, supporting professionals in the banking and financial industry; mainly dealt with Mergers & Acquisitions, IPOs, Valuation, and Due Diligence fields of work. Possesses wide knowledge in various industries and compliance/AML. Looking to leverage my knowledge and experience in my next career progression.

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| **Professional Experiences** | **Ernst & young, Singapore**  ***Senior Consultant, Strategy & Transformation; March 2016- Present***   * Actively involved in business development activities including development of proposals and presentations for various industries including Healthcare, Consumers, Financial Services * Developed growth and market entry strategies, and produced high quality commercial due diligence studies. Conducted strategic portfolio reviews, merger integration, and divestment services * Seconded to a European bank for post-deal merger & acquisition of a wealth management businesses of a global bank in Singapore and Hong Kong, to perform the Legal & Compliance function of a post-merger integration. Worked alongside internal and external legal counsels, compliance, and financial crime senior executives. Role involved identifying risks and gaps, as well as thorough coordination among stakeholders * Key member in a Private Equity carve-out project and was involved in leading and analysis of Rfps * Key member in a Buy-side operational due diligence of a Target insurance company in Malaysia. Performed Operational Due Diligence, Human Resource Due Diligence and integration considerations and timelines * Key member in a market entry strategy project for non-life/ general insurance sector in Vietnam. Involved in data gathering, analysis, storyboarding and creation of business model. Managed junior members in the team. * Involved in the high level organizational strategy for a global investment firm. * Key member in an emerging digital strategy for a leading payments and technology firm based in Singapore * Prepared sell-side Information Memorandum (“IM”) and teaser for an international well-known general insurer in Thailand   **JP Morgan Chase & Co, Singapore**  ***Due Diligence Analyst (Associate), July 2014 – March 2016***   * Good knowledge of policies and procedures including KYC processes and MAS Notice 626 * Heavily involved in the setting up of the Chinese desk (Go-Live in July 2015), a strategic move which reduced costs of >USD1million annually for the firm. * Worked with other business functions to actively improve internal processes and research procedures * Subject Matter Expert in research and procedures, including the Chinese desk. * Appointed Trainer Role to be in charge of in-house training programs * Review of due diligence reports and ensuring accuracy and quality of information * Research, documentation and analysis of background information on prospective and existing clients from external vendors and public record databases including Worldcheck, Factiva, LexisNexis and Bridger etc for the Client On-Boarding team. Research includes: Sanctions, PEP, Negative Media and Court Records * Properly identifying risks and escalating high risk findings (e.g. High Risk Jurisdictions and SDN/OFAC matches) to Senior Management   **Converging Knowledge Pte Ltd**  ***Research Associate, May 2011 – July 2014***   * Performed research on Macro and Micro levels [economy, country, industry and market level] to provide insights of Target industries and trends; Identify opportunities and potential areas of development and growth; * Profiled target companies for acquisition and ascertained initial availability for acquisition; * Supported clients in research of selected industries, deal transactions history, similar industry comparable and practices for valuation purposes; * Performed financial analysis and modeling, such as ratios analysis and forecasts; * Performed review of strategies adopted by leading players in specified sectors and development of case studies used for strategic development; * Drafted of business overview section of the IPO prospectuses and preparation of materials requirement for public listing or fund raising; * Conducted checks on track records, reputation and red flags to ascertain credibility of individuals and companies in Asia; * Conducted credit reviews, directorships checks and assets tracing (Due Diligence); including uncovering source of wealth, corporate structures (both onshore & offshore); * Good knowledge of official filings and documentations for individuals and corporates; and * Carried out interviews with relevant government bodies, associations, senior executives in companies and organizations to gather information and insights |
| **Education** | **University of London (singapore institute of Management)**   * Graduated 2014 with 2nd Upper Honors in Banking and Finance   **Murdoch University (KAPlan singapore)**   * Graduated 2011 with Double Majors in Psychology and Marketing Management (Distinction)   **Ngee ann Polytechnic**   * Graduated 2008 with Diploma in Chinese Studies (GPA 3.27 out of 4) |
| **Achievements** | ***SENIOR CONSULTANT AT ERNST & YOUNG***   * Consistent high-performer with above-average project ratings   ***DUE DILIGENCE ANALYST (ASSOCIATE) AT JP MORGAN CHASE & CO***   * Main Subject Matter Expert (SME) in establishing the specialized Chinese Desk * Involved in generation of a new operating model and projects management * Achieved recognition in global department and featured in global newsletter; consistently a high performer   ***RESEARCH ASSOCIATE AT CONVERGING KNOWLEDGE PTE LTD***   * Involved in several Independent Market Research for successful IPO listings on Singapore and Malaysia Stock Exchanges (variety of industries) * Involved in the write-up of Circulars and Announcements for listed companies on Singapore Stock Exchange * Involved in research that led to a successful acquisition of a major player in the Malaysia’s Apparel Industry |
| **Additional Skills** | * Proficient in Microsoft Office * Proficient in databases; Factiva, Bloomberg, ThomsonOne, Osiris, Euromonitor, Lexis, etc. |