**BENJAMIN TEE, CA**

181 Tanjong Rhu Road, #03-04 Sanctuary Green, 436922 Singapore

[bentee14@gmail.com](mailto:bentee14@gmail.com) (+65) 8488 3782

**Profile**

Ex-finance professional who has spent the last 1+ year immersed in the Singapore F&B sector working in one of its most dynamic and high-growth F&B chains, Ministry of Food (MOF - 50 outlets in Singapore). Used to the daily grind of a business in its growth stage with experience leading the operations, marketing, business development and finance functions. I am plugged into all the major aspects of the business and have a strong track record of driving growth effectively through strategic, operational and financial improvements.

**Work Experience**

**Ministry of Food Pte Ltd (MOF),** *Singapore* **- General Manager Nov 2015- Present**

Singapore F&B chain with 50 outlets in Singapore serving Japanese, Korean, Western and Chinese cuisines. As General Manager, oversee and coordinate efforts of various teams (operations, marketing, finance) to achieve objectives. Job responsibilities includes the below:

***Strategy/Business development***

* Acquisition of companies to complement the growth ambitions of MOF. Involved in identification of targets, deal negotiation and coordination of due diligence
* Assessment and development of new market opportunities to grow and diversify revenue streams
* Responsible to execute and monitor strategic initiatives including introducing food delivery to MOF, negotiating business partnerships/JV opportunities, streamlining suppliers, and tighter cash flow monitoring

***Operations***

* Worked first 2 months as a service staff to understand operational flow, responsibilities and difficulties faced by service and kitchen teams (the heartbeat of the business)
* Execute on operational improvements and initiatives. These include new product launches (kitchen and service briefing, food tasting, etc), optimizing outlet layout and seating, improving service flow, introducing new e-menu platforms, managing conversion to new POS system and enforcing SOPs for all outlet staff
* Attend operations meeting to understand staff issues, monitor outlet progress and communicate objectives
* Monitor and respond to customer complaints to have a radar for where problems arise in the business

***Finance***

* Led finance team for 3 months to cover for the arrival of a new finance manager (after previous one left)
* Used finance knowledge to improve monitoring of cash flow and in the process of introducing new procurement system to automate processes leading to significant efficiency gains
* Developed understanding of accounting workflow within a commercial organization and identified ways to create efficiencies and save manpower costs

***Marketing/Design***

* Oversight of marketing and design team to ensure campaigns are prioritized and rolled out effectively
* Briefing to team on business partnerships, new outlet openings and new marketing campaigns
* Performed marketing manager role for 4 months to understand responsibilities and issues faced by team

**Accomplishments**

* Streamlined supplier list and renegotiated supply contracts resulting in 5% cost savings
* Introduced efficiencies at HQ level to control costs and benefit from scale effects
* Oversaw opening of 20 restaurants and monitoring of operational and financial performance
* Implemented food delivery vertical resulting in sales growth of 6%

**Clean Technology Venture Holdings,** *Singapore –* **General Manager May 2015-Sept 2015**

Family-funded accelerator/venture capital business focusing on investment in early stage technology.

* Worked with founders to develop strategic direction, financial considerations, operational requirements and staffing needs of the business
* Operationalised key objectives of the business including negotiating grant funding, organizing programs with university research teams and preparing information memorandum for future fund raising

**Keruing Jati Sdn Bhd,** *Malaysia –* **Director Jan 2015-April 2015**

Assisted family-owned real estate investment business whilst pursuing career break.

* Implemented business plan to grow asset base and maximise cashflow generation
* Designed company systems and controls to achieve efficiency in accounting, tax and filing processes

**Ernst & Young***, Singapore –* **Associate Director**, **Valuation practice Oct 2014-Dec 2014**

**Ernst & Young***, London, Singapore –* **Manager**, **Valuation practice Oct 2011-Sept 2014**

**Ernst & Young***, London* –**Assistan**t **Manager**, **Valuation practice Mar 2010-Sept 2011**

Largest independent valuation and business modelling practice in Singapore and London. Provider of valuation services for acquisitions, initial public offerings, internal strategic management and financial reporting

* Led various workstreams including interviews with management, building of financial model, application of valuation approaches (DCF, EV/EBITDA, P/E) with sensitivity analysis (discount rate, scenario-testing) and liaison with due diligence teams during deal execution
* ‘Go-to’ person to external stakeholders (existing and potential clients) and internal stakeholders (senior management, junior staff). Operated as engagement manager with project management responsibilities and supervision of team
* Key deal/engagement experience includes:
  + Acquisition of minority stake in Japanese hard disk component manufacturer in Singapore. Acted as independent expert advising on valuation in ultimate determination of purchase consideration (~$3m)
  + Sell-side advisor to a Singaporean leisure business. Involved in deal structuring, due diligence and discussion with potential buyers (private equity and industry players). Estimated deal size of ~$30m
  + Valuation of Singaporean SMEs in food and beverage and commercial sanitisation sectors. Conducted business strategy workshops with respective SMEs to discuss key value drivers, IPO readiness and capital optimization

**Ernst & Young***, London –* **Analyst, Transaction Advisory Services Aug 2007-Feb 2010**

Rotation scheme with exposure to valuation, financial due diligence and restructuring (9 months in each competency). Key deal/engagement experience includes:

* Valuation of European subsidiaries of Reckitt Benckiser for tax structuring purposes
* Bid-defence valuation of mid and downstream oil and gas assets for UK business
* Listing of Fresnillo plc (mining company) on London Stock Exchange
* Managed short-term cash flow forecasting model for packaging business in UK
* Trading of Oilexco, an upstream oil and gas business in Scotland as part of insolvency procedures

**Education**

**The Institute of Chartered Accountants of Scotland (ICAS),** *UK*  **2007-2009**

* Fully qualified member of ICAS, which carries the ‘CA’ title with first time passes in all 10 subjects

**London School of Economics,** *UK* **– BSc (Hons) Economics, 2:1 2004-2007**

* Undergraduate degree in Economics with focus on core economic disciplines (macroeconomics, microeconomics, econometrics) as well as financial modules (Principles of Finance, Corporate Finance)

**Interests**

* Reading – Favourite titles include ‘7 Habits of Highly Effective People’ by Stephen Covey, ‘How to Win Friends and Influence People’ by Dale Carnegie and ‘Outliers’ by Malcolm Gladwell
* Squash – occasionally compete in local events
* Leadership and employee engagement – keen reader on literature regarding the topic

**Other Competencies**

* Proficient in Microsoft Office, ThomsonOne, Factiva, Bloomberg, Capital IQ, Factset, Reuters
* Fluent in English and Malay, conversational Bahasa Indonesia, basic Chinese (Mandarin and Cantonese)

**References**

Available upon request