



## Danny Teo Yong Song 蒋荣煊

B.Eng. (Elect.) NTU; Dip.SCI(Life); Dip.SCI(General), SCI; Dip. TESOL  
Registered Management Consultant (RMC), Institute of Management Consultant, Singapore (IMCS)  
Certified Six Sigma Blackbelt | Just-In-Time Specialist, International Merger & Acquisition Expert (IM&A)  
Specialist Diploma in Mobile Apps Development | Nutrition & Exercise Science, Singapore Polytechnic  
Specialist Diploma in Social Media Marketing & Online Content Creation, SMA  
Diploma Feature Film Producer, Cinema Director & Line Produce  
Advanced Certificate in Training & Assessment, ACTA, SSG Certified Professional Trainer (IPMA. UK)  
IBM Certified Enterprise Design Thinking | Cloud Computing | Blockchain | Cybersecurity Practitioner  
Accredited Integrative Enneagram Practitioner | Certified NLP Practitioner; Certified Life Coach  
Certified Financial Planner, CFP, FPAS | Fellow, Chartered Financial Practitioner, FChFP, IFPAS  
Chartered Financial Consultant, ChFC, Chartered Life Underwriter, CLU, The American College  
Certified Weight Management Consultant | Certified Exercise Is Medicine, Singapore (EIMS)  
Certified John Maxwell Leadership Teacher/Coach/Speaker

### PROFESSIONAL EXPERIENCE (1986 – NOW)

Danny Teo has been in business and training for 38 years. He enjoys sharing his corporate and personal experience with participants and he had helped many organizations to go through both internal and external changes for business growth and expansion. Danny had laid his hands on many industries including health and wellness, manufacturing, Financial Services, Retail, Wholesale, Online Marketing, Logistics, IT, Education & Training, Real Estate Brokerage and Media Production. He had played many different roles and contributed significantly in all the roles he took up in the various industries.

### REGISTERED MANAGEMENT CONSULTANT (2014 – NOW)

Danny is a Registered Management Consultant (RMC, IMCS), helping Singapore Enterprises to be IPO-ready. His domain areas of expertise are: Business Excellence, Branding, Marketing and Franchising, Business Strategy Innovation, Human Capital Development. He worked as an independent Business Advisor for SPRING-SIM Business Advisor Program (BAP) in Singapore from 2014 to 16, areas include Logistic and Supply Chain Management, Facility Management, Business Strategies, Sales & Marketing and Business Re-engineering, financial planning, key person insurance, deferred compensation plan, credit protection plan, succession planning.

### TRAINER/ASSESSOR/COURSE DEVELOPER (2000 – NOW)

Danny Teo has successfully conducted numerous Employability Skills System (ESS) training programs since February 2009 for managerial, supervisory and operational levels under Singapore Workforce Development Authority (WDA, n.k.a. SSG) framework. Topics include: Personal Effectiveness, Communication & Relationship Management, Learning & Personal Development, Adapt to Change, Initiatives & Enterprise, Problem Solving & Decision Making, EQ at Workplace, The Service Excellence Series of courses, Workplace Numeracy and Workplace Literacy. He had been conducting an average of more than 1000 hours per year of training during 2009 to 2015.

His other training experiences beside his involvement in WDA-ESS programs include John Maxwell Leadership series, "Sales Training" and "Selling through Telephone" for Maybank Malaysia and training for employees at corporations. He had also conducted workshops on "Planning for Business Owners and Professionals" for Prudential Financial Advisor's Representatives and he had trained real estate agents in "Sales and Marketing", "Servicing High Net Worth Clients" as well as preparation for CEHA examinations.

### MARKETER/SALESPERSON (1992 – Now)

Sales and marketing of insurance/real estate/training courses/FMCG. Highest annual premium per case for life insurance: S\$40,000. Highest commission earned per transaction for real estate brokerage: S\$130,000. Online marketing expert for digital products and IT solutions including automation and mobilapp.

### HOLISTIC COACH (LIFE | HEALTH | FINANCIAL | MENTAL | CAREER) (2014 - NOW)

Using a unique and structured methodology, Danny conducts result-based, one-to-one or group coaching for CEOs/business owners/Senior Managers and other individuals with the intention to help his clients to explore their hidden potential to the fullest based on their needs in all relevant areas of their lives.

### PROFESSIONAL SPEAKER (2000 – NOW)

He is a professional speaker delivering keynotes to conferences; in-house talk, topics include: social media, money, personal finance, risk management and investments, work-life balance in English and Mandarin.

### EDUCATOR (2004 – 2008)

He was a lecturer for Nanyang Polytechnic from Dec 2004 to Dec 2007 and Entrepreneur Resource Centre (ERC) from June 2006 to April 2008 on the topics of Financial Planning/Management, estate planning, retirement planning and Life Insurance for Certificate in Financial Planning, Diploma in Financial Services, Specialist Diploma in Insurance Studies and Master Degree in Finance and Accounting.

### SERIAL ENTREPRENEUR (1986 – Now)

Founder of 27 Services Pte. Ltd which provides management consultation, leadership training, coaching, seminars and event management service. Managing Director of High View International Pte Ltd from May 1995 to March 2014. The company deals in international freight forwarding. General Manager of Kuan Sing Trading, a family-run minimart from 1986-1992.