

# Johnathan Lim Ye-Jie

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## WORK EXPERIENCE

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### IHS Markit

*Associate / Fixed Income Sales Specialist / Jan 2015 – Present*

- Fixed Income Sales Specialist – responsible for the sale of a suite of products which includes:
  - iBoxx fixed income indices
  - Bond, CDS and Loans pricing
  - Private Equity and Illiquid Debt Valuations
  - Portfolio Valuations
- Covers accounts that are predominantly buy-side firms
- Works closely with various product teams and business development managers to drive sales
- Liaise with sales and product teams globally to ensure coordination across multi-national accounts
- Experience running meetings with the C-suite and Heads of business functions
- Perform a sales support role for the APAC sales team (variously based in Singapore, Hong Kong, Japan and Australia)
- Responsibilities includes:
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*Intern (Sales) / 9 Jun 2014 – 15 Aug 2014 (10 weeks)*

- Assembled the inaugural APAC Management Reporting dashboard for senior management
- Other significant projects: Client Relationship Reviews, Gap Analysis for G14 banks, Pitch Books and Product Overviews
- Accompanied sales team for meetings with clients
- Participated in trading simulator with global participants from BAML, Citibank and TD Bank amongst others

### Bank of America Merrill Lynch

*Intern (Yen Equity Settlements) \ 5 Aug 2013 – 3 Jan 2014 (6 months)*

- Performed custody and control tasks to ensure timely settlement of trades for in house trading entity
- Liased with counterparties from global offices to follow up on trade status

### ThOh Music School

*Guitar Instructor / Apr – Jul 2011*

- Taught the guitar to students in primary schools and at youth centers

## EDUCATION

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### National University of Singapore

*Aug 2011 – Dec 2014*

- Bachelor of Arts in Economics
- GPA: 3.53

### Temasek Junior College

*Jan 2007 – Dec 2008*

*Vice President of Symphonic Band*

- Grades: General Paper (A), China Studies in English (A), Project Work (A), Chemistry (B), Biology (B), Mathematics (C)

## LEADERSHIP AND ORGANISATIONAL EXPERIENCE

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### Hall Promotion Board

*Vice-Chairperson / Aug 2012 – Jun 2013*

- Lead a committee of 12 people to promote Kent Ridge Hall as an ambassador of Kent Ridge Hall
- Planned and organized an exposure camp, Camp Blue Blood, and a booth during NUS Open House

### KR Rockers

*Chairperson / Aug 2012 – Aug 2013*

- Responsible for the management of the musicians under the musical collective, KR Rockers

### External Events Committee

*Programmes I/C / Aug 2011 – Aug 2012*

- Organized Kent Ridge Hall's annual 'Dinner and Dance' and 'Hall Bash'

### Singapore Armed Forces

*Training Specialist, Military Police Training School / Jan 2010 - Feb 2011*

- In charge of the day to day running of various courses conducted by the school and the formulation of training programs

## SKILLS/OTHER INFORMATION

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- Knowledge of Fixed Income asset class
- Successfully completed a 2-day sales training conducted by Templar Advisors
- Excellent communication skills, good with people
- Proficient with Microsoft Word, Powerpoint and Excel
- Fluent in English (spoken, written) and Mandarin Chinese (spoken, written)