

Varachya (Mink) Teeraseranee

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EDUCATION

- 2022 – 2024 London Business School**
Reading for MBA degree; Intending to major in Tech & Analytics
VP of Communication for Asia Club, Active Member of Tech & Media Club
- 2011 – 2015 Chulalongkorn University, Bangkok, Thailand**
Bachelor of Business Administration, Major in Accounting
- 2014 Singapore Management University, Singapore**
Student Exchange Programme, Awarded Temasek Foundation Full Scholarship

BUSINESS EXPERIENCE

- 2016 – 2022 STANDARD CHARTERED BANK, Singapore**
Operational Headquarter of British bank operating in 70 countries and employing 87,000 people
- 2021 – 2022 Senior Associate Director, Corporate, Commercial & Institutional Banking Business Development**
- Implemented Net Zero initiatives into client processes to target 2030 reductions in the revenue-based carbon intensity of 60% for power and 30% for steel, mining, and oil and gas sectors
 - Led the revamped Global Senior Sponsorship Program to up-tier bank relationship with 50 strategic clients via coverage expansion and tracked mechanism impacting client revenue of \$500M
 - Turned around the frontline in corporate banking by eliminating 25% of tasks out of frontline support to operation and building a dedicated sales support function and moving non-sales support function
- 2021 Associate Director, Group Strategy**
- Conducted market deep dives and data analysis to identify untapped \$240M wealth management income opportunity arising from new policy in China and Greater Bay Area economic zone
 - Developed growth initiative for SME lending business unit to acquire online merchants in Asia and Africa as new customers through partnership with e-commerce platforms doubling income to \$1.4Bn
- 2020 Associate Director, Strategic Initiatives, Corporate, Commercial & Institutional Banking**
- Prioritized markets, sectors, and products for an overarching post-COVID global strategy to grow income by \$3Bn and Return on Equity by 5 percentage points
 - Orchestrated with bankers in US, UK, Hongkong, and Singapore to design a new coverage model for Financial Institution clients and created a \$14M annual saving plan to fund investment in new model
 - Collaborated with 3 parties to develop a new business plan of government cash management for African nations, projected new annual revenue of \$120M
- 2019 Senior Associate, Client Solutions Team (Investment Banking), Southeast Asia**
- Co-ordinated with 5+ parties to design financial structure on \$100M first healthcare bond transaction issued by the largest hospital chain in Vietnam 20 hospitals and 7 clinics
 - Supervised 2 analysts on a \$40M loan for a Singaporean family office to fund real estate investment; developed a financial model to assess debt capacity, and structured terms to mitigate credit risk
- 2016 – 2019 Associate, Client Solutions Team (Investment Banking), Southeast Asia**
- Built a financial model and conducted credit analysis to execute a \$100M loan for a leading Thai hospitality conglomerate to acquire a hotel chain in Australia
 - Co-ordinated with 3 parties to originate and distribute the \$50M first agricultural bond in Vietnam
- 2015 – 2016 STANDARD CHARTERED BANK, Thailand**
Thai subsidiary of British bank operating in 70 countries and employing 87,000 people
- Graduate Associate, International Graduate Program, Commercial Banking**
- Selected as 1 of 7 Thai candidates on the global early career development program to undergo functional rotations in credit analyst, assistant relationship manager, and operation
 - Analysed creditworthiness for corporates in F&B, retail, and petrochemical industries; coordinated with relationship managers in prospecting clients, and pitching wholesale banking products

ADDITIONAL INFORMATION

- Activities:** Led a team of 7 to win LBS' Ferrari Strategy Challenge (2023); Mentored 50+ Thai students via a career accelerator start-up on banking career (2021); Coached 100+ Singaporean students on preparation for an exchange program (2020); Organised Chulalongkorn Business Case Competition attended by 40 students (2015)
- Qualifications:** CFA level I, Moody's Credit Skill Assessment certificate
- Languages:** Thai (native), English (fluent), Mandarin (basic conversational)
- Interests:** Cooking Thai food; photography; mentorship; knitting; golf