LAI, CHUN YIN KELVIN (賴俊賢 / 赖俊贤)

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I am a blockchain enthusiast and I spend my free time to explore these blockchain / web3 experiences:
- Researched about the institutional blockchain use cases (digital asset servicing and CBDC development)
- Built a smart contract on Solidity, minted NFT on Polygon
- Experienced in NFT minting, run-to-earn, PoS staking and cryptocurrency trading with derivative instruments

EXPERIENCE

DBS Bank (Hong Kong) Limited

Senior Manager, Transaction Banking Sales, Global Transaction Services　　　　Jul 2020 – Apr 2022
- Grew transaction banking revenue, facility utilization and digital banking penetration at YoY 9% growth (Key portfolio: China Greater Bay Area, Offshore Liabilities, New Economy FinTech and FMCG)
- Advised and originated cash management & structured trade solutions to optimize clients' liquidity, working capital, balance sheet and daily operations
- Drove and promoted external partnerships to acquire 20+ new operating accounts and trade financing facilities
- Developed regular product updates & market intelligence seminars to Relationship Managers
- Designed sales campaigns with clients' transactions behaviors and converted 60% of sales leads to new deposits and trade finance facility pipelines
- Achieved full-year target in the first 8 months and ranked as Top 3 sales manager among the 6 core markets.

Key deals delivered
- o Digital payment & collection on-behalf-of solution for Payment Aggregators (Best Payments & Collections Solution Awardee by *the Asset 2022*)
- o First-in-market loyalty platform with instant and 24x7 cashback enabled by API
- o Takeover trade finance facility at HK$50m for an online advertisement company

Manager, Institutional Banking Group Technology　　　　Sep 2019 – Jun 2020

Sales Enablement
- Successfully implemented API and Host-to-host solutions for 30+ corporate and FinTechs in HK, China & Taiwan
- Represented as a Subject-matter Expert for API customer onboarding, UAT & encryption protocols and coached new team hires as the technical advisors

Payment & Collection Product Management
- Led as scrum master to migrate bank's SWIFT payment gateway in agile methodologies
- Designed the system flows and implemented QR Code collection app (2-month Secondment to Singapore)

Graduate Associate, Technology & Operations　　　　Jul 2017 – Aug 2019

3rd rotation – Project Manager at Institutional Banking Group Technology
- Represented the bank to migrate Direct Debit from existing infrastructure to *Hong Kong Faster Payment System*
- Accounted for the project status, requirement gathering, industrial UAT with all banks and production cutover
- Completed a new product approval and outsourcing risk assessment

2nd rotation – Product Owner for SME Banking Chatbot & Strategy Planning Analyst for Call Centre
- Established user stories and defined product roadmap for the SME Banking Chatbot
- Led a team of 7 to complete 2000+ SIT and UAT test cases within two weeks for Call Centre Migration

1st rotation – Application & Production Support for Core Banking System *(Finacle)*
- Acted as Business Analyst to analyse requirements for 3 fixes, drive UAT and deployed to production
- Developed Robotic Process Optimization for 3 processes by *Selenium* to save 0.5 FTE on manual workarounds

EDUCATION

City University of Hong Kong, Hong Kong　　　　2013 – 2017
Bachelor of Business Administration (Major in Information Management)

ACHIEVEMENTS & QUALIFICATIONS
- Merit Award of Service Innovation Award from *HKACE* (Presenter of DBS Bank)　　　　2020
- Professional Scrum Master I Holder by *Scrum.org*　　　　2019
- Dean's List Winner in Semester A 2016/17 by *CityU*　　　　2017
- College of Business Scholarships for Community Services Project 2014/2015　　　　2015

SKILLS & AVAILABILITY

Languages	Native in Cantonese, Full Professional proficiency in English & Mandarin
Technical Skills	Blockchain	API & Host-to-host Connectivity	SWIFT Payment	Python	Java Programming	SQL	Excel (Macro, PowerPivot)|
Availability	Immediate