

LAI Wei-Hung
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HSBC Bank (Taiwan) Limited

Aug 2016 – present

Business Development Manager, Global Trade and Receivables Finance

- Pioneer the 1st Green Trade Loan solution among Asia Pacific International Countries, for a UK renewable energy recruitment consultancy company.
- Implement a regional mandate Supply Chain Financing Programme within 8 weeks, for the subsidiary of a European bicycle company.
- Structure non-recourse Receivables Finance Programme (“Factoring”) that caters to client needs, including credit protection and balance sheet management.
- Coordinate cross-border Bank Guarantee & Standby Letter of Credit issuance by leveraging HSBC’s global networks.
- Manage a client portfolio of 70+ master groups, including Taiwanese commercial banking clients and subsidiary of multinational groups.
- Stay close to the client and support their needs via providing suitable trade solutions, including: Supply Chain Finance, Factoring, Forfaiting, Trade loans, Letter of Credit, Bank Guarantees and Standby Letter of Credit.
- Liaise with bank legal, regional trade product and compliance department in finalizing trade solution agreements with our clients.

Business Development Support Officer, Global Trade and Receivables Finance

- Support Business Development Manager in managing factoring buyer portfolio for more than 150 buyers.
- Co-work with insurance company in finding credit limit that balances client needs and bank appetite.
- Ensure transactions are done in a timely / smoothly manner by coordinating with clients and colleagues.
- Factorability report & Trade Summary report write-up.

EDUCATION

University College London

Sep 2013 – Sep 2014

Master of Science in Economics

- Dissertation: “From Yield Curve to Exchange Rate – Evidence from Taiwan.” Use Nelson-Siegel-Svensson Model to construct the yield curve in Taiwan. Forecast the movement of exchange rate between NTD/USD by the factors decomposed from the yield curve. (Supervisor: Prof. Raffaella Giacomini)

National Taiwan University

Sep 2007 – Jun 2012

Bachelor of Arts in Economics with a Minor in Mathematics

- Upper Division GPA: 3.91/4.0; Major GPA: 3.74/4.0; Overall GPA: 3.54/4.0
- Presidential Awards awarded for academic excellence (Top 5% of class cohort)

WORK EXPERIENCE

Hua Nan Commercial Bank, London Branch

Mar 2015 – May 2016

Credit Analyst – Loan Department

- Credit proposal write-up for syndication working capital loans
- Periodic credit risk review of outstanding syndication loans

Settlement Officer – Treasury Department

- Process Money Market (MM) and Foreign Exchange (FX) transactions.
- Settle bonds, interest rate swaps (IRS) and repurchase agreement (Repo).
- Update Standard Settlement Instruction (SSI) with counterparties and confirmation matching of transaction details.

University College London Centre for Law, Economics and Society (CLES)

Feb 2015 – Mar 2015

Research Assistant

- Research assistant for Prof. Ioannis Lianos at the Centre for Law, Economics and Society. Project Title: “Economic and Econometric Evidence in Competition Law.”
- Collecting information regarding the use of economic evidence by Chinese courts and competition authorities. Coding and evaluating the data.

Chung-Hua Institution for Economic Research

Aug 2011 – Sep 2011

Summer Research Assistant

- Research assistant for Researcher Meng-Chun Liu for his research on trade liberalization of China. Prepare panel data of year 2002 and 2007 about China’s import tariffs and perform initial regression analysis of the data using Stata.

PAPERS

National Taiwan University

Sep 2007 – Jun 2012

Term Papers

- “The Incentive of Sacrifice Bunt – Evidence from CPBL”
- “Financial Contagion in European Sovereign Debt Crisis”
- “The Side Effects of Low Interest Rates – Examples from Taiwan”

CO-CURRICULAR ACTIVITIES

University College London

March 2014 – Jun 2015

Formosa Salon

- Lead a 20-participant forum discussing the role of central bank and the theory of monetary policy.
- Lead a 25-participant forum discussing the pros and cons of capitalized higher education using economic evidence from Taiwan.

National Taiwan University

Sep 2007 – Jun 2012

NTU Chorus

- Stage Manager, lead a 25-member production team to stage a concert for 2000 audience at National Concert Hall.
- Ticketing Manager, in charge of a 5-member team overseeing ticketing and customer service for 6 concerts staged by the NTU Chorus.

World Model United Nations 2010

Officer of Conference Volunteers Division

- Recruit 300 volunteers for the event and design their training programme.
- Lead 40 volunteers in the logistic transportation division to ensure the timely arrival and smooth departure of conference delegates.