

# Yee Hon (Jason) Man

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## EDUCATION

**Seneca College**, Toronto, Canada  
Diploma – Computer Programming

May 2022 - Present

**Indiana University Bloomington**, Bloomington, Indiana, USA  
Bachelor of Arts – Major: Economics  
Minor: Psychology

August 2012 – December 2014

## WORKING EXPERIENCE

**Covalent Capital Pte. Ltd.**, Hong Kong

October 2019 – Present

Assistant Vice President, Business Development, Fixed Income Solutions

- Identify and exploit new business growth opportunities; maintain end to end new client adoptions as well as manage existing corporate and institutional relationships; Bring in \$1mio revenue; Average Deal Size: \$50k
- Build and maintain strong corporate relationships with 60+ new clients from banks to buy-side institutions ((Head of DCM/ Syndication/ Sales/PMs)
- Identify product feature requests and collaborate with key stakeholders across the development teams of new business plan and strategy
- Prepare contracts and provide support on deal negotiation
- Answer client inquiries and serve as the first point of contact between the company and key customers
- Spearhead product introduction to corporate and institutional clients within Asia primary bond markets

**Ipreo by IHS Markit**, Hong Kong

February 2019 – September 2019

Associate, Client Success, DCM Fixed Income, Global Market Group

- Supported DCM Syndicate users while using Ipreo's Fixed Income products (IssueNet, IssueBook and IssueLaunch)
- Monitored the bond execution process from placing orders to allocation using our systems
- Supported and maintained expert-level knowledge of Fixed Income products and lead the training and product demonstrations
- Built and maintained strong customer relationships and provide first-tier support on the Capital Markets-based applications
- Assisted sales in validating potential clients and demonstrating product demo
- Responded to inbound calls and email enquiries from clients seeking help on using the applications
- Proactively reached out to clients to publish DCM deals on IssueLaunch in order to gain buy-side investors
- Proactively communicated key software updates to clients remotely or onsite
- Identified sale opportunities and work with colleagues to facilitate sales

Associate, Client Success, Research, Sales and Trading, Global Market Group

April 2018- February 2019

- Supported various users across Corporate Access, Hedge Fund, ECM and DCM while using Ipreo's RS&T products (BD Advanced, BD Vision, i-Planner, and Roadshow Access)
- Coordinated and assembled materials for investment banks to host virtual roadshows throughout the new issuance deal marketing process from putting up presentation to our platform to recording presentation to investors
- Created and delivered investor profiles to investment banks ahead of new issuance roadshow meetings
- Ensured proper execution of all deals on our online roadshow platform in accordance with clients' needs and SEC regulation

**Dealogic Asia Pacific Ltd**, Hong Kong

November 2015 – April 2018

Junior Research Associate, DCM

- Updated and analyzed on Asia Pacific based DCM deals
- Monitored international G3, Australian, and Chinese domestic deal announcements and activities
- Wrote and published DCM market insights
- Reconciled with banks on DCM deal information
- Maintained relationship with banks to get first-hand information