

Andrew Lai Song En

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Education

CFA Charterholder

April 2019

Completed my CFA Level 3 in June 2018, and became a charterholder in April 2019

Bachelor of Commerce from The University of Sydney

December 2014

Majored in Accounting and Finance

Received the International High Achiever's Award – A first in the University of Sydney Business School

A-Levels (Cambridge) in Tunku Abdul Rahman College (Malaysia)

July 2012

Economics, Accounting, Mathematics and Business Studies

Scored 'A' for all subjects

Awarded top achiever of the cohort

Employment History

Senior Manager, Sales & Marketing, Group Equity Derivatives, RHB Investment Bank

February 2023 - Present

Sales and structuring of OTC equity derivative solutions for corporate, institutional and high net-worth Clients and Financial Institutions.

Responsible for starting and growing the OTC equity derivative business within RHB IB, from product approvals to sales and structuring.

Identifying and conducting pitches to potential Clients and executing the transactions including all necessary internal and external approvals, as well as lifecycle Client management.

Assistant Manager, Strategic Solutions, Equity and Commodity Derivatives, Maybank Investment Bank

March 2015 – February 2023

Sales and structuring of OTC equity derivative solutions for corporate, institutional and high net-worth Clients and Financial Institutions.

Responsible for the OTC equity derivatives business, includes conducting pitches, Client management, and the preparation of approval papers and documentation for executing bespoke OTC equity derivative solutions.

Pitching and building relationships with other Financial Institutions in the Structured Product and derivative hedging space.

Internship – Maybank Asset Management

Summer (Australian) 2013 - 2014

Asset management division of the largest bank by market capitalization and AUM in Malaysia.

Role was to assist in international portfolio management and securities market analysis.

Responsibilities included pitching of product ideas for potential new funds to be launched.

Skills & Personal Information

Sociable and adapts to new environments easily
Proficient in Microsoft Excel and PowerPoint
Adept in Bloomberg Terminal usage
Keen learner, quick to pick up new skills

Languages

English (first language)
Mandarin
Malay/Indonesian

Any further information may be provided upon request. Preferable contact method is via email at Andrew.com.my@gmail.com