

TER CHI CHIN

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📍 Kuala Lumpur, Malaysia

EDUCATION & CERTIFICATIONS

Bachelor of Economics (Hons), Accounting & Finance

- Recipient of JPA scholarship

University of Manchester

📍 United Kingdom

📅 2008 – 2011

RHB-Melbourne Business School Signature Programme

RHB Talent Programme

📅 2018

RHB-INSEAD Business School Analyst Training Programme

RHB Talent Programme

📅 2019

SKILLS

- OTC Equity Derivatives
- Industry/ Company Research, Financial Analysis, Credit Assessment & Desktop Valuations
- Financial Modelling, Deal Structuring & Negotiations
- Credit Approval Paper for Lending/ Underwriting Recommendations
- Oral & Written Presentations
- Client & Stakeholders' Relations
- Bloomberg, S&P Capital IQ
- Project Management

LICENCE

Capital Markets Services Representative's Licence (CMSRL) Holder by the Securities Commission Malaysia (Module 6, 7, 12 and 19)

📅 2012 – Present

REFERENCES

Available upon request

CAREER SUMMARY:

- **>12 years in corporate advisory & banking** combining deep capital markets experience with advanced decision-making & market insights.
- **Current ownership of a business and product strategy function** servicing industry captains & HNW individuals in one of Malaysia's leading investment banking, stockbroking & wealth management groups.
- **Extensive knowledge & expertise** in equity offerings & debt issuances on the Malaysian market, structuring & financing of ventures & projects, identifying acquisition targets or buyers, due diligence investigations, valuations, preparing businesses for sale & assisting in negotiations.
- **Experienced in working with a wide range of companies** from SMEs to large private concerns as well as listed blue-chip companies for **corporate initiatives**.

WORK EXPERIENCE:

Vice President, Corporate Sales & ED Structuring, Group Equity Derivatives

Kenanga Investment Bank Berhad

📅 2023 – Now 📍 Kuala Lumpur, Malaysia

- **Ownership of overall business & product strategy function** for over-the-counter (OTC) equity derivatives, providing bespoke equity derivatives solutions to industry captains & HNW individuals.
- **Spearhead all strategic initiatives & drive front-to-back office functions**, including deal structuring, pricing & risk management, development of new products, client engagement & distribution channels, compliance, tech & various service providers.
- **Drive a team of marketing representatives** for lead generation.
- **Key Achievements:**
 - **Grew OTC loan book size & new customers by 60% for YTD Jul'24.**
 - **Grew department's recurrent income by 45% for YTD Jul'24.**
 - **Implemented effective sales strategies that increased reverse inquiries by 10x and achieved 100% increase in pipeline deals.**
 - **Revitalized 2 previously underperforming products.**
 - **Introduced & led the implementation of 2 new products.**

Senior Manager, Group Client Coverage, Wholesale Banking

RHB Investment Bank Berhad

📅 2016 – 2023 📍 Kuala Lumpur, Malaysia

- **One-stop Relationship Banker** servicing RHB Banking Group's largest corporate customers by market capitalisation.
- **Proactively cultivated & maintained relationships** for identification of opportunities and initiatives to drive higher wallet share for the bank.
- **Strategic account planning across 12 core product groups** for cross-selling/ bundling of services across Corporate Finance, DCM, ECM, Corporate Banking, M&A, Transaction Banking, Retail Equities, Institutional Equities, Treasury, Deposits, Trustee & Asset Management.
- **Well-experienced in deal structuring & executing large-scale capital market transactions** across IPOs, privatisation schemes, rights issues, Sukuk/ bond issuances, project financing, debt restructurings, etc.
- **Worked closely with other departments in deal negotiations & internal credit approval processes** for corporate lending deals & underwriting/ placement of equities and debt securities.

Senior Executive, Debt Capital Markets

Kenanga Investment Bank Berhad

📅 2014 – 2016 📍 Kuala Lumpur, Malaysia

- **Subject matter expert for Sukuk & bond-related matters** including deal structuring, credit rating positioning and deal execution.
- **Led end-to-end deal execution processes for Sukuk & bond issuances** (e.g. project planning, due diligence, credit rating process, drafting of information memo, negotiation of transaction documents, regulatory submissions, issuance and post-issuance processes, etc.).

Senior Executive, Group Client Coverage, Wholesale Banking

RHB Investment Bank Berhad

📅 2011 – 2014 📍 Kuala Lumpur, Malaysia

- **Prepared deals pitch & presentation to client** to create initial buy-ins.
- **Negotiated non-disclosure agreements & engagement agreements.**
- **Researched & engaged with working levels** to contribute to the identification of opportunities for corporate & investment banking products.