



## **Trainer's Bio – Thomas Poh**

He has close to 30 years of Financial Markets experience as a trader and had risen through the ranks to hold senior positions in global, leading regional banks and in the Fintech industry. He is the Founder and Managing Director of PZH Consultants. As an accredited trainer in financial markets products, he partners with leading financial institutions and universities including CME Group, SGX, Financial Markets Association of Singapore, Association of Financial Professionals (AFP), National Technological University of Singapore (NTU) and Singapore Management University (SMU). He is also a transformation management consultant to corporations and a former professional member of Asia Professional Speakers Singapore (APSS).

He started his career with Citibank under the Management Associate program in 1997 before joining other global banks such as ING (2000-2003) and HSBC (2003-2004). In 2004 he was back with ING Singapore's Emerging Markets trading team where he subsequently held the role of Managing Director, Head of Emerging Markets FX & Rates Asia. As the Head of Trading in Techcombank, Vietnam, he successfully transformed the local trading team into what is widely regarded as the best trading team in the country. In 2016-2018, he was heading the Strategic Management Desk with UOB Singapore where he is responsible for strategic trading positions taking and advises ALCO on their hedging decisions.

Throughout his career, he had built and transformed various trading platforms. Such actual ground experiences have honed his training and coaching skills. The understanding of his audience is the cornerstone for his training designs. Being an Emerging Markets products specialist with a global exposure, also allows him to leverage on his strong understanding of the many diverse cultures during his training. He likes to share his personal anecdotes and other real-life experiences in order to make his training sessions practical and interesting.

Thomas' passion for training comes as a way of giving back to the community. He had recognised the invaluable benefits that he had gained from his mentors' coaching during the early days of his career. His personal goal is to try to make a positive difference to the lives of people that he meets. His training audience spans across external clients, fellow industry peers and his banks' internal staff. Many of those had since risen to become leaders of their own.





# PZH Consultants

潘锺华 (Thomas Poh) 先生在金融界持续实战近 30 年，拥有丰富的前线交易与高层管理经验。他同时为 PZH 顾问公司的创始人兼董事总经理，也是金融市场产品的认证培训师。至今 PZH 很荣幸地能与领先的金融机构和大学合作，包括芝商所 (CME Group)，新交所 (SGX)，新加坡金融市场协会 (FMAS)，金融专业人士协会 (AFP)，新加坡南洋理工大学 (NTU) 和新加坡管理大学 (SMU)。此外他还是名企业转型管理顾问，也是新加坡亚洲专业讲师协会 (APSS) 的前任专业会员。

1997 年，初出茅庐的他进入美国花旗银行的顶尖管理培训生计划，奠定了他在金融界交易市场的事业。他随后加入了其他国际与顶尖区域银行，如 ING (2000-2003) 和汇丰银行 (2003-2004)。2004 年，他重回 ING 新加坡新兴市场交易台，担任亚洲新兴市场外汇和利率交易主管。2014 年，在他担任越南 Techcombank (TCB) 的交易主管时，他成功地改造了 TCB 成为越南金融界的领先交易平台。在 2016-2018 年，他担任新加坡大华银行战略管理交易台主管，负责策划战略交易部位，与对 ALCO 的避险决策提供建议与协助。

潘先生的训练和指导技巧是取自于他多次改造交易平台的经验和对多种文化的深刻理解。培训时也喜欢分享他的个人轶事和现实生活经历，以使训练课程变得实际和有趣。潘先生在事业的起步阶段受益于许多导师的教导。他深信“取之社会，用之社会”，所以他对培训的热忱是他回馈社会的一种方式。他的培训对象包括银行客户，同行业，企业和金融行业内部员工等。很自豪地，潘先生培训过的许多客户已经成为他们领域的权威和领导者。



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