

Thitaporn (Emmy) Sakulrompochai

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Experience

J.P. MORGAN CHASE BANK, N.A. (JPM)

Vice President, J.P. Morgan Private Bank

Hong Kong

Nov 2018 – Jan 2022

- **Managed over \$1bn of multi-asset portfolios**, invested across asset classes such as equities, fixed income, structured & derivative products, hedge funds, VC and PE funds for UHNW clients, family offices, and VC firms in Thailand and Philippines.
- **Turnaround Thai business and grew revenue & AUM by fourfold**, from \$1.7m in 2018 to \$6.6m in 2021 and \$235m in 2017 to over \$1bn in 2021, respectively.
- **Led the team to develop and implement the first Thailand strategy and transformed the business** through new product launches, client educational campaigns, and cross business partnerships, resulted in 100% revenue increase for the Thai business and \$2bn business pipeline post-restructuring.
 - **Launched derivatives product**, which contributed to the doubling of the Thai market revenue in 2019 (\$3.4m) and is expected to contribute to 50% of the Thai business in 5 years (~\$10m).
 - **Led an initiative in collaboration with the Bank of Thailand** to educate clients on offshore investment process and regulations, unlocking ~\$100m of investment flows.
 - **Spearheaded IB & PB partnership**, collaborating with CEO of JPMorgan Thailand and head of Investment Banking, resulting in increased cross-business opportunities for the bank.
- **Selected deals:**
 - **\$45m concentrated stock portfolio lending win** from online trading platform.
 - **Led a global team to win \$1bn family governance mandate**, to create a family governance and investment trust structures for over 300 members for one of the richest family in Asia.
 - **Turnaround inactive \$40m concentrated stock portfolio** into a diversified \$100m leverage portfolio with enhanced return, resulting in client consolidating their wealth with JPM.
- **Generated consistent outperformance for portfolios under management** vs. the market with 2018, 2019, 2020, and 2021 (as of Aug) return of -3%/-4% (market), 18%/15%, 14%/10%, and 16%/ 7%
- **Member of JPM International Private Bank (IPB) Digital Council**. Led the development of Smart Blotter application, which reduced regulatory risk and increased efficiency by automating pre-trade processes.
- **Semi-finalist for JPM IPB Originate Challenge**, a global shark tank competition. My “JPM GO” application, which was selected from over 100 transformative ideas submitted globally, streamlined essential market & trading information, and became a part of the global digital transformation effort.
- **Selected as 1 of 2 Asia representatives**, out of 40 global top performers, to participate in JPM Asset & Wealth Management Talent Program in 2020. Won 2nd place for a data-driven communications streamlining framework and collaborated with digital transformation team to implement the idea.

J.P. MORGAN CHASE BANK, N.A.

Relationship Manager, Investor Services

Singapore

Sep 2016 – Oct 2018

- Oversaw \$20bn of asset under custody and advised asset owners/managers and central bank clients in Thailand and the Philippines on Global Custody & Fund Services, Securities Lending, and Collateral Management. Grew asset and revenue by more than 70% and 80%, respectively in 2017.
- Led the team to win \$700m Global equity mandate from the largest money manager in Thailand.
- Oversaw pipeline and strategy planning for the SEA sales team and trained junior team members. Organized and moderated annual JPM Investor Services Forum for institutional money managers on the application of blockchain, AI, and robotics on the Global Custody and payments platform.

J.P. MORGAN CHASE (THAILAND)

Relationship Manager, Global Corporate Banking

Bangkok, Thailand

Jan – Aug 2016

- Provided cash management, structured products, FX, and credit solutions to MNC companies.

Analyst, Investment Banking

Mar – Dec 2015

- **ECM**: Involved in preparation of deal proposals, including detailed analysis on equity positioning, valuation, and due diligence process. Coordinated regional team and joint bookrunners in every stage from company’s restructuring to drafting of offering circulars, financial modelling, and marketing.
- **Buy-side M&A**: Negotiation of contracts (EL, SPA), due diligence, financial modelling, funding structure analysis, and management presentations. **Sell-side M&A**: Preparation of teasers, seller/buyer business plans & models, financial modelling, pre-marketing discussions with potential buyers
- **Selected deals**: \$500m IPO of the largest consumer company in Thailand, \$2.3bn acquisition of food manufacturing company in the US by the largest consumer company in Thailand, and \$500m sell down of steel manufacturing company in the UK by the largest steel manufacturer in Thailand)

Analyst, Equity Research

Jun 2014 – Feb 2015

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- Published deep-dive thematic research on Thailand's beverage industry and initiated research papers on 5 listed companies (>\$2.5bn total mkt cap); recommendations generated 20-50% returns.
- Performed sector analysis on the digital TV liberalization in Thailand; published research papers on 4 listed companies (>US\$1bn total mkt cap); recommendations generated 30-150% returns.
- Supported senior analyst on property and energy sectors. Published "Thailand Monthly Wrap", analyzing latest political & economic situations, market developments, and key investment themes.

Education

STANFORD GRADUATE SCHOOL OF BUSINESS

Stanford, CA

M.S. in Management Sloan Fellow, MSx Program

2023

- One year, full-time, master program for accomplished global leaders at Director/Executive level
- STEM M.S. in Management, 3-year U.S. Work Authorization (OPT)

THAMMASAT UNIVERSITY

Bangkok, Thailand

Bachelor of Economics (First class honors); Minor in Finance

2014

- Elected as Student Body President
- Selected as Thammasat University International Ambassador
- Awarded 2nd Place – Best research paper award on "An Investigation of Monetary Policy and its Impact on Thailand's Stock and Bond Markets"
- Awarded Certificate of Academic Achievement for both individual and team levels
- Awarded 1st Place – CIMA Global Business Challenge in partnership with Barclays (2014)
- Awarded 1st Runner-up - HSBC Business Case Competition (2014), Maybank Go Ahead Challenge (2013), The Challenger and Siam Commercial Bank Business Case Competition (2013)

UNIVERSITY OF CALIFORNIA, LOS ANGELES (UCLA)

Los Angeles, CA

Exchange, Dean's honor list, UCLA Marching Band

2012

Additional Information

- **Wharton Online Certificate**, Fintech: Foundations & Applications of FinTech Specialization (2022)
- **Passed**, CFA Level I Examination (2015)
- Certified Private Wealth Management Professional (CPWP) Candidate
- **Volunteer**, Private Wealth Management Association (HK), Willing Hearts Soup Kitchen (SG), Food Angel Soup Kitchen (HK), Thammasat University rural development camp (TH).
- **Mentor**, JPM Future Leader Exchange Program, mentoring next gen of UHNW families
- **Awarded 1st Runner-up**, JPM Ted Talk for associates program in New York (2019)
- **Member**, Women on the Move and Next Gen programs, empowering women employees and fellow colleagues on career mobility (2017)
- **Skills**: Excel, Bloomberg, Stata. **Languages**: Thai – Native, English – Fluent, Mandarin Chinese – Basic
- **Hobby & Interests**: Classical music (flute), traveling, investing, wake surfing, boxing, and swimming.