

1. Askivy: thank you so much for answering a few questions for us about your career path. Can you please provide a brief overview of your career to date?

I commenced after my bachelor's degree by travelling to London, where I managed to gain a low level IB position at Goldman Sachs International, where I worked for two years. I then moved to Deutsche Bank International, on Bishopsgate, again in IB research, for two and a half years. I then returned to Australia, studied a Master's Degree in Finance fulltime for one year, after which I was employed by KPMG Corporate Finance, specifically in their M&A division. After 4 years I was poached by Gresham Partners in Australia, a boutique advisory house, which has advised on some of Australia's largest transactions. After three years there, I was rehired by KPMG in their CF department for 4 more years. After the tragic passing of my boss there, I took a few months off and was hired by Ord Minnett, a subsidiary of JP Morgan, in their Corporate Finance department. Finally after my wife moved here (she is half Thai), I followed shortly thereafter and secured this partnership position with equity at PKF Thailand, where I am the Partner in charge of Corporate Finance.

2. Askivy: what excites you about your current job?

I have equity in the business and it is growing. We are also branching out and growing through strategic partnerships with other competing firms, which may sound strange but the environment here is more collegiate and relationships are important.

3. Askivy: How is working in M&A in South East Asia different compared to working in Europe/USA/Australia?

Thailand is a small market. However, through the right connections and firm, there is enough work to go around. Thailand is run by a few very wealthy people, so you need to understand that and work with it. The relationships at the top are hard to break into, so teaming up and co-advising with other smaller firms who have existing relationships but may lack requisite execution skills can work. Generally speaking, the level of experience and expertise of

professional staff is below that of Europe/US/Aus so an opportunity resides there. Most of the large IB's have rep offices here only, and send teams from Sing/HK to service larger transactions when they transpire. As a smaller practice here, we only need two or three good CF deals a year.

4. Askivy: Do you have any career tips for those wanting to get into this industry? What are the key success factors?

For those wanting to get into the industry, I would stress the importance of a solid accounting base to your knowledge. Sound technical skills are very important, such as valuation and financial modelling skills. These are critical in the early years. I would suggest that the financial modelling test should be something any aspiring applicant should purchase and undertake. It is a very useful test for what is required at the top level.

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