

MORISON WOO | Oil & Gas Broker – LNG & Japan Power | Commodities | Derivatives

SINGAPORE | +65 8359 3759 | morison@morisonwoo.com | www.linkedin.com/in/morisonwoo

SUMMARY: I am a Chinese-American based in Singapore since 2020. Currently, I am an Energy Broker at Tullett Prebon, under TP ICAP, specifically focusing on paper and physical LNG and Japanese Power futures. Previously, I was a Naphtha broker at Marex Spectron. Due to the current volatile market conditions and record high prices of natural gas, there is little liquidity in the futures market. As such, I am seeking other employment opportunities within the energy, commodities, or financial sectors. I look forward to discussing further!

RELEVANT SKILLSET:

Client Relationships, Sales & Networking, CMFAS 2, LNG (JKM, TTF, TFU), JP Power, Naphtha (MOPJ), Futures, Research & News

RELEVANT EXPERIENCE:

LNG & JAPAN POWER BROKER

Tullett Prebon | Singapore | April 2022 – Present

- Create & maintain relationships with traders / reporters in the LNG and Japan Power industry to expand network & brand awareness
- Process paper trades via ICE, CME, and EEX, write daily news reports on the gas market, and update live internal curve values

NAPHTHA BROKER

Marex Spectron | Singapore | June 2021 – March 2022

- Provide professional services and create new client relationship with traders
- Commodities, Paper Swaps, Derivatives trading via ICE, Cloud9, and other communication platforms
- Count block trades, summarize, and send out morning reports to all our clients

OTHER EXPERIENCE:

SYSTEMS PROCESS MANAGER & TECHNICAL PROJECT MANAGER (REMOTE)

Five Star Property / Better Vacations (Merged) | Los Angeles, CA, USA | March 2019 – October 2021

- Promoted to help automate & develop new workflow solutions, & standard operating procedures (Asana, Hubspot, Google Suite, Guesty, Escapia, Zapier), saving our team \$6000 per month, 200+ man-hours per month, and reducing expenses by 75%.
- Researched and implemented new SAAS Cloud applications, ensuring the company maintains a positive cash flow throughout Covid
- Defined new policies & communicated cross-functionally with internal/external stakeholders to bring in more business and partners
- Created new property management system project roadmaps, established budgets, troubleshoot & developed technical solutions
- Designed marketing brochures & generated sales leads using email marketing automation, A/B testing, & data analytics/insights

OPERATIONS SPECIALIST (REMOTE)

Better Vacations | Los Angeles, CA, USA | November 2018 – March 2019

- Online Short-Term Vacation Rentals Startup with 300+ properties located around the U.S., Italy, Taiwan, and Thailand.
- Provided operations & tenant relationship support, increasing rental revenue by 50%+ & retaining a customer approval rating of 80%+

INVESTMENT MARKETING MANAGER

Pillux Capital Fund | Indianapolis, Indiana, USA | January 2020 – May 2020

- Real Estate Investment fund with \$2M AUM, for purchasing turnkey homes in lucrative secondary vacation markets.
- Reviewed & revised investment subscription agreements, P&L and financial statements to increase funding by \$1M
- Designed Pillux Capital Fund website, produced marketing content, & established investors portfolio portal using Covercy Integration

OWNER, CONTENT CREATOR, & DIGITAL MARKETING MANAGER

Morry Travels | July 2017 – March 2020 | www.morrytravels.com, Instagram: [@morrytravels](https://www.instagram.com/morrytravels)

- Grew social media engagement by over 300% & followers by 250% within 3 months using Later, Buffer, & Photoshop
- Used KPI's, performance insights, and Google Analytics to create SEO friendly content to rank on 1st page of search engines
- Monetized blog through affiliate marketing, Google Search Ads, and other third-party sponsorships

PROJECT MANAGER & LEASING MANAGER

Diamond Development Group | San Gabriel, CA, USA | January 2014 – June 2017

- Supported CEO & Director on large-scaled commercial real estate construction projects, portfolio worth over \$300 Million
- **Project Management** | Tracked & planned shopping center development investment budgets, schedules, & workflows in Asana
- **Leasing** | Filled lease vacancies, ensuring a 90%+ occupancy rate & increasing annual revenue by \$70,000+ per tenant
- **Marketing / Financial Analysis** | Created advertising plans, rental valuations, & financial models to drive \$100 Mil in Transactions
- **Vendor Management** | Communicated & collaborated with vendors to ensure project schedules, budgets, and quality are met

FINANCIAL ADVISOR

Independent Capital Management | S. Pasadena, CA, USA | June 2013 – October 2013

- Award: Most Clients Signed in All California (New Representatives) - Retirement, Life Insurance, Asset preservation | August 2013

CUSTOMER SERVICE REPRESENTATIVE

East West Bank | El Monte, CA, USA | January 2012 – June 2013

EDUCATION:

- **DATA SCIENCE IN PYTHON (INTERMEDIATE)** | *Dataquest.io* | 2020
- **ECONOMICS, B.A. / CHINESE STUDIES, B.A.** | *University of California - San Diego (UCSD)* | 2007 – 2011
- **FINANCIAL ANALYSIS CERTIFICATE** | *University of California – San Diego, Extension* | 2010 – 2011
- **INTENSIVE CHINESE & INTERNATIONAL STUDIES** | *East China Normal University & Fudan University* | *Shanghai, China* | 2010

OTHER SKILLS:

- **WEB / CODE / DATA** HTML, CSS, Ruby on Rails, Object Oriented Programming, Wordpress CMS, Dreamweaver, SQL
- **LANGUAGES** Native English, Fluent Mandarin Chinese, Fluent Cantonese, Basic German
- **OFFICE / CREATIVE** QuickBooks, Microsoft Office Suite, Excel, Google Suite, Sheets, Adobe Photoshop, Lightroom, Premiere
- **MARKETING TOOLS** Mailchimp, Constant Contact, Woodpecker, Google Analytics, Google Ads, Later, Buffer
- **PRODUCTIVITY** Asana, Hubspot CRM, Slack, Trello, Notion, Zapier
- **E-COMMERCE** Shopify, WooCommerce, Etsy, Ebay, Amazon FBA/Merch, Printful