TAN YIXUAN



Management Executive (Private Capital Markets, Private Equity Real Estate) at CapitaLand
Bachelor of Business Administration – Finance (2018)

Done by: Teo Karen, NUS BBA Year 2

Yixuan is a Management Executive in CapitaLand Investment, where she is currently with the Private Capital Markets team under the company's Private Equity Real Estate business. Prior to that, she was a Business Development and Investment Manager at True Global Ventures. As an undergraduate in NUS Business School, she was part of the University Scholars Programme (USP) and enrolled in the NUS Concurrent Degree Programme where she pursued a Bachelor of Business Administration (majoring in Finance) and Master of Science Management.

Furthermore, she took part in NUS Overseas Colleges (Silicon Valley Batch 30). Yixuan has interned at numerous companies and was under the Citibank Mentorship Programme 2015. After that, she became the Assistant Manager at OCBC Bank after graduation from NUS Business School.

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INTERVIEW

The interview will be published into a book and be shared with the students in NUS Business School. How would you like to be made known to the readers?

My name is Yixuan Tan, also known as Tiffany. I graduated from NUS Business School in 2018 with a specialisation in Finance and I am currently with CapitaLand. We are a Real Estate Investment Management and Developer. Recently, CapitaLand announced the privatisation of their developer fund and we are looking to become an Investment Fund Management company. I am part of CapitaLand's Management Associate Programme. This programme allows me to see and experience different parts of the company and gives me the flexibility to find out what I truly enjoy doing.

Please describe a day in your life at your job as a Management Executive at CapitaLand. What is your job scope?

Under CapitaLand's Management Associate Programme, I have three rotations. A day in my life at work varies according to the rotations. For my first rotation, I had to oversee the operation of an asset or a building – in an office, shopping mall, lodging property. As I was interested in commercial properties, I was part of the Capital Tower Team. For my day to day work as an operation manager, I had to be on the ground for this job because we have to manage all the ground teams like the Concierge, Security, Back Of House Team, Delivery and ongoing Technical works. We also do asset enhancements for both small and big projects, set up and manage tenders for construction projects as well as budget planning for assets.

For my second rotation, I was with the Corporate Strategy and Planning department, and I was responsible for planning the long term strategy for the group and facilitating the discussions with the management and the board of directors. I find this job scope really interesting because I get to see the high-level conversations and learn how to resolve conflicts.

I am currently in my last rotation, the Private Equity department. I personally enjoy working in this department a lot because it is dynamic. This is a relatively new department in CapitaLand because traditionally, CapitaLand is known as an operator and developer of real estate. Currently, CapitaLand is moving to manage funds, an up and coming hot topic of the company! I am fundraising the group for various asset classes – the different properties. My team will help with the structuring of the funds, come up with a fund strategy, do an investor outreach and close the fund before handing the funds to the respective asset group.

What was your experience in NUS Business School like and how did it prepare you for your work now? (For example: Being part of NUS Overseas Colleges, University Scholars Programme etc.)

NUS Business School trains us well for both practical and technical skills. The soft skills that I have developed throughout my days at NUS Business School have helped me a lot in the real world. They include the skills to present effectively, and interpersonal and communication skills when working with others. NUS Business school also has a plethora of initiatives and opportunities for the students like networking sessions. Attending these sessions helped me to gain more exposure to what the different industries are and gave me a deeper understanding of the necessary skill sets for different roles in a company.

NUS Overseas Colleges was also extremely memorable. While it was scary having to live in a foreign country for a year and work at a foreign company, it was fun and fruitful as we got to see what different cultures are like and it taught me how to adapt well to a new environment.

What made you eventually decide on this particular field (Private Capital Markets, Private Equity Real Estate), since you have had many experiences in other sectors like Marketing and Communications, Consulting and Business Development?

I personally really enjoy the fundraising part of my job because I get to work on many different funds. All funds have different investment mandates – one can be on data centre, another on core commercial and the way to approach investors are always very different. Furthermore, there is so much to learn here and I feel that I have not fully grasped the full concept of it. This is definitely somewhere where I can learn and continue to grow which motivates me. Therefore, I gravitate toward Private Equity Fundraising.

How have your many internships benefitted you?

My internships were all quite diverse. Things like our thought processes, how we carry ourselves at work, how we converse with our managers, and manage our stakeholders are valuable skills that I have gained from my internships. While the internships may not be similar to what I am doing currently, all these experiences have helped me to learn invaluable skills.

What are some programmes that you think will help current NUS Business students hoping to follow in your footsteps?

While NOC is best-suited for people who are interested in start-ups, NOC provides a whole new experience that will definitely add value to the students including those who are interested in other specialities like Marketing. Students in the NOC program get to understand what a start-up is like and how a start-up operates. NOC is a safe space to understand how a start-up is like and students will get to work in different business cultures.

What are some skills that you think NUS Business students should equip themselves with?

One thing I found useful while working is having empathy and being thoughtful for the people around you. While working, some colleagues may get stressed out by hard deadlines etc. Putting ourselves into the shoes of others would help us to rationalise why others do certain things. This helps me to grow as I learn not to take things too personally during work.

Another skill would be being observant and learning the best from others. For example, if you were to see someone with good qualities like the ability to carry themselves very well, you could learn from them to improve yourself. It is also good to achieve a growth mindset and always seek improvement.

What are some challenges you face in your job?

As I was not real estate trained, there was a lot of technical jargon and new skills I had to learn. Therefore, when I first joined the company, the learning curve was very steep. To overcome this problem, I had to put in the extra effort to do more reading and research to better myself.

What advice do you have for NUS Business undergraduates?

Have the courage to do things you are passionate about. If you have not found something you are passionate about, do not be afraid to try new things until you find something that you enjoy doing. I believe that things get done better when we are enjoying the process and it will inevitably help with our progression.