



## Danny Teo Yong Song 蒋荣煊

**Mobile: +65-9685-2990 Email: teo\_yongsong@yahoo.com.sg**

B.Eng.(Elect.) NTU; Specialist Diploma in Cloud Security (SDCS), Ngee Ann Polytechnic  
Advanced Certificate in Training & Assessment, ACTA, WDA; Certified Professional Trainer,  
CPT(IPMA, UK) Certified NLP Practitioner, ABNLP; Certified Life Coach Certified Financial Planner,  
Specialist Diploma in MobileApp Development, Singapore Polytechnic  
CISSP/CCSKCEH/METIS Data Scientist/AISG  
Certified Financial Planner, CFP<sup>CM</sup>, FPAS  
Chartered Financial Consultant, ChFC, Chartered Life Underwriter, CLU, The American College  
Fellow, Chartered Financial Practitioner, FChFP, IFPAS  
Certified Business Consultant; Certified Weight Management Consultant  
Certified John Maxwell Leadership Teacher/Coach/Speaker

### PROFESSIONAL EXPERIENCE

Danny Teo has been in business and training for 40 years. He enjoys sharing his corporate and personal experience with participants and he had helped many organizations to go through both internal and external changes. Danny had laid his hands on many industries including Online Marketing, Financial Services, Logistics, IT, Education & Training, Real Estate Brokerage and Media Production. He had played many different roles and contributed significantly in all the roles he took up in the various industries.

### TRAINER/ASSESSOR/COURSE DEVELOPER/EDUCATOR

Danny Teo has successfully conducted numerous Employability Skills System (ESS) training programs since February 2009 for managerial, supervisory and operational levels under Singapore Workforce Development Authority (WDA), n.k.a. WSG/SSG framework. Topics include Personal Effectiveness, Communication & Relationship Management, Learning & Personal Development, Adapt to Change, Initiatives & Enterprise, Problem Solving & Decision Making, Deliver Service Excellence, EQ at Workplace, The Service Excellence Series of courses, Workplace Numeracy and Workplace Literacy. He had been conducting an average of more than 1000 hours per year of training since 2009.

His other training experiences beside his involvement in WDA-ESS programs include John Maxwell Leadership series, "Sales Training" and "Selling through Telephone" for Maybank Malaysia and training for employees at corporations. He had also conducted workshops on "Planning for Business Owners and Professionals" for Prudential Financial Advisor's Representatives and he had trained real estate agents in "Sales and Marketing", "Servicing High Net Worth Clients" as well as preparation for CEHA examinations. He is also actively conducting workshops topics include Leadership, Study Skills, Time Management, Stress Management, Career Planning, Thinking Skills, Entrepreneurship, Financial Literacy, Cyber Wellness, Conflict Management, Team Building and Project Management and many others.

He was a lecturer for Nanyang Polytechnic from Dec 2004 to Dec 2007 and Entrepreneur Resource Centre (ERC) from June 2006 to April 2008 on the topics of Financial Planning, estate planning, retirement planning and Life Insurance for Certificate in Financial Planning, Diploma in Financial Services and Specialist Diploma in Insurance Studies.

### SPEAKER

He is a professional speaker delivering keynotes to conferences; in-house talk, topics include: IT, social media, money, personal finance, risk management and investments, work-life balance in English and Mandarin.

### SALESPERSON/MARKETER

Sales and marketing of insurance/real estate/training courses. Highest annual premium per case for life insurance: S\$40,000. Highest commission earned per transaction for real estate brokerage: S\$130,000. Secured license to market Future CEO Program under The CEO Institute (Australia). Danny is also a reseller of a low code mobileapp used for process management since Oct 2018.

### CLOUD COMPUTING/AI/ML/INFORMATION SECURITY PRACTITIONER

From Dec 2022 to May 2024, Danny Teo joined DBS bank's Public Cloud Computing Team to learn about how applications are being developed and deployed in the cloud. He has a Specialist Diploma in Cloud Security, Certificate of Cloud Security Knowledge (CCSK) and he is also a Certified Information Systems Security Professional (CISSP), and an (ISC)<sup>2</sup> Authorized Instructor for CISSP and CC courses. He is also a METIS Data Scientist and he is conducting training for Singapore Manufacturer Federation Centre for Corporate Learning (SMFCCL) in Industry 4.0, AI/ML and other topics.

### REGISTERED MANAGEMENT CONSULTANT/ADVISOR

He worked as an independent Business Advisor for SPRING-SIM Business Advisor Program in Singapore in 2014-16. Areas include Logistic and Supply Chain Management, Business Strategies and re-engineering, Marketing, financial planning, key person insurance, deferred compensation plan, credit protection plan, succession planning. He is also an IPO Consultant helping SMEs with potential to go public listed.

### BUSINESS LEADERSHIP COACH

He conducts result-based one-to-one or group coaching for CEOs/business owners/Senior Managers for individuals and corporate with the intention to help his clients to explore their hidden potential to the fullest.