



# THE VOICE

Monthly Newsletter for our Australian Alumni Community

ISSUE 10 | DEC 2021

## A MESSAGE FROM THE PRESIDENT



Dear Members & Partners,

At the recent AAS Management Committee meeting, we were discussing how we have progressed against the goals we set earlier this year. Just like many of you, I am amazed how quickly we have reached December - how time flies!

As we prepare to wind down for the year, I have 2 exciting news to share with you.

I met up with Ms. Rebecca Hall, Commissioner for Victoria to South-East Asia together with two of our Council of Advisors - Mr. Chris Cheah and Mr. Michael Yap. Ms. Hall shared Victorian Government Trade and Investment's priorities. We discussed how AAS could play a key role in enabling market access for Australian businesses in Singapore through our established network of Singaporean or Singapore-based alumni. We are extremely delighted about our partnership with Victoria Global and the exciting journey ahead in 2021.

Ms. Hall has kindly accepted our invitation to join the AAS Council of Advisors. Her extensive experience in trade, investment, and education as well as her focus in the region will be a key value-add to AAS's vision to enhance professional and leadership opportunities for Australian Alumni in Singapore. Her regional exposure will be crucial for AAS as we start building stronger ties with our counterparts in the region.

AAS Partner University Program was set up to accelerate the ability of the partner universities to reach, connect, engage, and build stronger ties with their alumni community residing in Singapore. AAS has been enabling these engagements through networking opportunities, mentorships, job opportunities and internships to our members. During COVID-19, it also gave the partner university's students the ability to connect and engage their peer network as well as the strong alumni community in Singapore. It not only enabled the students to expand their learning opportunities and be better prepared as they step into the next phase of their education on campus, but also build their networks as they step into the workforce in the next few years.

I am pleased to announce that we have onboarded 2 new Partner Universities - RMIT University as Partner University Gold and Macquarie University as Partner University Silver. This will enable both alumni and students of RMIT and Macquarie University the ability to be part of the AAS community and leverage the platform to build, connect and extend their networks and opportunities at no additional cost to them.

If you are a James Cook University, University of Queensland, RMIT or Macquarie University alumni or student, I would urge you to join AAS and enjoy the benefits extended to you by your alma mater.

On behalf of the AAS Management Committee, I would like to thank every one of you for your continued support throughout the years. We wish you and your family a wonderful holiday season and may the new year bring you lots of success, happiness, and love.

Yours Sincerely,

Rajaneesh R Kurup  
#forwardtogether

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# AUSTRALIAN HIGH COMMISSION UPDATE

Dec 2021 – Though it has been another challenging year, as 2021 draws to a close, we take a look back and celebrate the many highlights of the Singapore-Australia relationship.

In June, our Prime Ministers were able to meet in person to agree to deepen collaboration for defense, climate, health, fintech, technologies to support policing, and, arts and cultural exchanges.

Our Trade Ministers met several times, including to advance a Green Economy Agreement between our countries to increase trade and investment in environmental goods and services while addressing climate change.

The Pfizer vaccine dose swap deal agreed in August enabled Singapore and Australia to exchange

500,000 doses at a time when both domestic programs needed them most.

The Australian Government's International Freight Assistance Mechanism – or IFAM – continued to help fresh Australian produce reach Singapore's supermarket shelves.

We celebrated the 50th anniversary of the Five Powers Defence Arrangements (FPDA) between Australia, Singapore, Malaysia, New Zealand and the United Kingdom: one of Asia's most enduring defence pacts.

High Commissioner Hodgman was honoured to preside over a ceremony to award the Order of Australia medal to Singapore's Defence Chief, Lieutenant General Melvyn Ong to recognise his significant contribution to the Singapore-Australia relationship.

The resumption of two-way travel between our countries in November was particularly special. And while the Omicron variant delayed Australia's further reopening until mid-December, the Singapore Travel Pilot and Vaccinated Travel Lane remained open which reflects the strength of our relationship. From 15 December, fully-vaccinated business, student and working holiday maker visa holders can now enter Australia without the need to seek a travel exemption. The complete list of eligible visa holders is at <https://covid19.homeaffairs.gov.au/vaccinated-travellers>.

We can be proud that – despite the pandemic – the warm friendship and close ties between our countries remain strong and were strengthened further during this period.



Lieutenant General Melvyn Ong, and High Commissioner Will Hodgman

## COUNCIL OF ADVISOR SPOTLIGHT

### MR. LOH HOON SUN



Mr. Loh Hoon Sun was born in Fujian, China, educated in Penang, Malaysia (Chung Ling High School), studied in Brisbane, Australia (University of Queensland), and now lives in Singapore. Upon returning from Australia in early 1965, he got his first job in Singapore and became part of Singapore's Pioneer Generation. He has been with Phillip Securities Pte Ltd in Singapore since 1990, first as Managing Director till 2017, and now Senior Advisor.

Hoon Sun has had diverse work experience in Australia, Malaysia and Singapore, in various industries including auditing, investment, plantation, mining, timber, properties, oil, banking and stockbroking. Before Phillip Securities, he was Executive Vice President and Head of Overseas Union Bank's Treasury and Investment Banking and Chairman of OUB Investment Management Ltd. He is currently a member of Advisory Panel, Governance and Transparency Index, National University of Singapore Business School, School of Economics Advisory Board, University of Queensland and Alumni Ambassador Council (Singapore), University of Queensland.

Hoon Sun has also held many esteemed positions in multiple organisations including as Chairman of Gold Exchange of Singapore, Board Member of Singapore International Monetary Exchange (SIMEX), Stock Exchange of Singapore, Accounting and Corporate Regulatory Authority (ACRA), GST Board of Review, CPA Australia, Institute of Singapore Chartered Accountants, Council Member of Securities Industry Council, Committee Member of Standards Committee, Institute of Banking and Finance, APAC Regional Committee, Chartered Institute for Securities and Investment, Advisory Committee for the Accounting Program, Singapore Institute of Technology, Alexandra Hospital Medifund Committee, Finance Action Crucible Committee, Spring Singapore. He has also served as the President of Australian Alumni Singapore and CPA Australia Singapore Division and Asia Division.

Hoon Sun was awarded International Alumnus of the Year by the University of Queensland, IBF Distinguished Fellow, by Institute of Banking and Finance, Singapore, Gold Medal, by Institute of Singapore Chartered Accountants, and Leadership Award by CFA Society Singapore.



# KNOW YOUR COMMITTEE MEMBER

## JOHNNY TENG, ALUMNI OF UNIVERSITY OF TASMANIA



Fresh from graduation in 2001, my first goal was to secure a role in finance and banking in Singapore - that was the norm in early 2000. It has never crossed my mind that I will start my career in education counselling with an organization called the International Development Program (IDP) of Australian Universities and Colleges and Schools.

Fast forward to 2021, it is now a AS10 billion ASX-listed company, offering student placement in Australia, New Zealand, the USA, UK, Republic of Ireland and Canada. I am grateful for my first role as it allowed me to experience the world of higher education, expanded my career scope and presented numerous opportunities for me to live and work in Melbourne, Australia (one of the world's most liveable cities) for nearly 18 years. These years were spent working with 2 key great institution and company - La Trobe University, one of the leading universities in Australia and Study Group International, one of the world's leading providers of international education.

These roles brought me to many countries across South East Asia, South Asia and the Gulf States, met many Government officials, business owners, parents and prospective students. I have since relocated back to Singapore, managing a boutique advisory services firm specializing in Transnational Education, Edutech development and Strategic Launch initiatives. I have always tried to maintain a work-life balance in Melbourne and needless to say, I will strive to do that in Singapore too - in my free time, I love reading, riding, swimming, walking trails and exploring nature.

## MEMBER SPOTLIGHT

### MUN EE NG, ALUMNI OF THE UNIVERSITY OF WESTERN AUSTRALIA



Mun Ee Ng graduated with a MBA from The University of Western Australia in 1998. Her MBA was a feather to the hat and a lot helpful in the career development. She is also a double Bachelors degree holder from NUS in Psychology.

With more than 20 years of customer-facing experience in servicing large strategic accounts and selling complex IT solutions to large enterprises including airlines and airports in Asia Pacific through engagements with C-level executives to derive compelling value propositions.

She started working in 1990 and started from small, but always aimed big and wanted to get into the wing of sales and business development. Over the period of time she carved out her career from being a Manager to Strategic Sales in one of the top company of Salesforce.

She is very enthusiastic and actively involved with animal welfare and environmental causes. She is actively involved with different organisation for serving this cause. She also enjoys good food and traveling and likes to explore for more.

In her words "I am the citizen of the World"



# CHRISTMAS MESSAGE

*from*

## H.E. THE HON WILL HODGMAN

AUSTRALIAN HIGH COMMISSIONER TO SINGAPORE



From all of us at the Australian High Commission, I wish you a healthy, safe and happy Christmas and a bright start to 2022.

I also thank you for your special contribution to the Australia-Singapore relationship. Since arriving in Singapore in January 2021, I have been so impressed by the dedication and commitment of Australian Alumni Singapore and university alumni groups to keeping alumni networks connected, and providing opportunities for you to meet, network and forge closer bonds grounded in a shared Australian education experience.

Whether you're travelling to Australia or spending the holidays with family and friends in Singapore or elsewhere, from my family to you and yours, Merry Christmas, stay safe and keep supporting each other.

## PROFESSOR CHRIS RUDD OBE

DEPUTY VICE CHANCELLOR AND HEAD OF CAMPUS, SINGAPORE AT JAMES COOK UNIVERSITY

On behalf of James Cook University in Singapore, I'd like to extend my warmest holiday wishes, and may all of you have a wonderful and successful year ahead.

This is a fitting opportunity to reflect on the positives that have emerged from the past year. I was very proud to see our University come together to attain the prestigious AACSB accreditation, an honour that represents excellence in business education, and a testament to the dedication and capabilities of the JCU community. In addition, our contributions towards strengthening the ties between Singapore and Australia were recognised with the AustCham President's Medal 2021.

These achievements would not be possible without all of you, and your support continues to make such a valuable impact on our community. Stay safe, Merry Christmas and a Happy New Year.





# REBECCA HALL

COMMISSIONER FOR VICTORIA TO SOUTH EAST ASIA & AAS' COUNCIL OF ADVISOR



Rebecca Hall

Warmest wishes from the Victorian Government Trade and Investment family in Southeast Asia these holidays!

2021 has proven once again to be a challenging year, but I have been impressed by the level of resilience and commitment of the business community in Singapore along with our students and graduates. Earlier this year, we launched the Southeast Asia eCommerce Accelerator program to connect a group of Victorian exporters to this region. We are proud to support Singaporean technology companies such as Homage and Neuron Mobility to expand their Oceania footprint into Melbourne; and just in time for Lunar New Year next year, Wandin Valley Farms' Koala Cherries will hit the supermarket shelves in Singapore.

The international education sector is looking optimistic, as we anticipate welcoming new waves of Singaporean students to study in Victoria in 2022. Our team in Singapore continues to expand with new recruits across trade and investment – a testament to the importance of Singapore to Victoria's economic growth. All of these achievements would not have been possible without your strong support!

On behalf of the VGTI SEA team, we thank you for your continued support in advancing Australia's interest in Singapore and the broader ASEAN region. For those who celebrate, I wish you a joyous Christmas and the team and I look forward to continued collaboration with AAS in 2022!





# CHRISTMAS MESSAGE

from

## AAS COUNCIL OF ADVISORS



*"Merry Christmas and Happy New Year to all Australian alumni in Singapore and their families. 2022 will be a great year ahead!"*

**-Mr. Chris Cheah**

*"To all alumni of Australian universities, hearty best wishes for Christmas and the coming year. May it be a far healthier one than the last two- physically, mentally and financially!"*

**-Dr. Cheong Choong Kong**



*"Seasons greetings to all AAS members. May the new year bring us peace, love and hope. Peace in the world, love for our fellowmen, and hope for the future."*

**-Mr. Mah Bow Tan**

*"Dear AAS members and friends of AAS, Seasons Greetings. I wish each and everyone of you a magical holiday and may the new year bring you love, joy and happiness."*

**-Mr. Neil Parekh**



*"Dear Friends, wishing you a wonderful Christmas and a Happy New Year. In this challenging year, we still have much to be thankful for and hopeful of a better year!"*

**-Dr. Bill Foo**

*"Best seasonal wishes to all AAS members and to everyone who supports the vibrant relationship between Singapore and Australia. It's been a tough couple of years, and while I'm always optimistic it's hard to predict what's coming next. So stay safe, keep well, and hold on to your dreams... "*

**- Mr. Philip Forrest**







*"My Season's Greetings to you and your committee members. May I wish all AAS members a Merry X'mas! Under your leadership I am looking forward to a stronger AAS for 2022."*

*- Mr. Michael Yap*

*"I wish all fellow Australian alumni in Singapore and your families, Merry Christmas and a very Happy, Healthy and Fruitful 2022. I hope that the current pandemic will ease soon to enable AAS to organise events again, allowing us to meet, refresh friendship and network!"*

*- Mr. Loh Hoon Sun*



*"As we head into the holiday season, I feel compelled to thank Raj and his team for the great effort they have shown this year as well as the support from the members. I wish you happiness and health. Season's Greetings to you and your families."*

*- Mr. Chia Yoong Hui*

*"Season's greetings from Melbourne! Very happy to travel to Australia over the festive period to reunite with family. I hope that all of you are able to share the joy with your family during this Christmas time. May you all have a wonderful 2022!"*

*- Mr. Andrew Chew*



*"I wish all Australian Alumni a Merry Christmas and Happy New Year, stay safe and healthy in 2022!"*

*- Mr. Joseph Kwok*







AshtonLegal

SEASON'S  
GREETINGS

*for the festive season from all of us at  
Ashton Legal Services!*

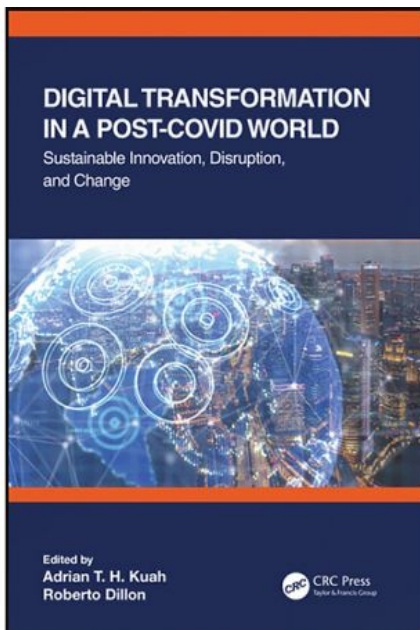
MERRY  
*Christmas*  
AND  
HAPPY NEW YEAR



Australian Alumni Singapore  
since 1955



## Book launch: Digital Transformation in a Post-Covid World



A book co-edited by Associate Professors Adrian Kuah and Roberto Dillon explores how thought and practice leaders around the world faced the pandemic and learnt to evolve and move forward.

The COVID-19 pandemic has significantly disrupted working practices around the world, making it critical for businesses to adapt quickly or risk closure. Businesses have turned to digital transformation and technology — which was becoming an increasingly important part of the workforce even prior to the pandemic — as a helpful means to increase engagement, efficiency, and workplace flexibility.

A new book — “[Digital Transformation in a Post-Covid World](#)” — explores the innovations, disruptions and changes that are required to adapt in a fast-evolving landscape due to the extraordinary circumstances triggered by the COVID-19 pandemic.

Associate Professor of Business at James Cook University (JCU) in Singapore, [Adrian Kuah](#), co-edited the book with [Associate Professor Roberto Dillon](#), Academic Head of Science and Technology at JCU in Singapore. The book includes substantive contributions from industry leaders from KPMG, Accenture, Deloitte, Gensler, Vigamus Foundation, and the Singapore International Chambers of Commerce, amongst others.

Across 16 chapters, the book encompasses trends and challenges arising from the crisis, particularly in the United States, Australia, Europe and Singapore; an exploration of how different companies have pivoted their businesses in the post-pandemic economy by way of a technology roadmap; and a holistic view of the dramatic shift towards home offices that companies face.

In addition, Associate Professor Dillon joined a team of experts from KPMG to assess the increased exposure of companies to a variety of cyber security threats as a result of the pandemic. Meanwhile, Associate Professor Adrian Kuah co-authored with his PhD student Mr Kim Chang Hee, a JCU scholarship holder, to propose incorporating digital technologies using a reverse logistics system, and then create new values through digitised service strategies such as smart remanufacturing.

Leading contributions from James Cook University include an examination of the importance of telehealth mobilised by the COVID-19, and how the pandemic has the potential to negatively impact mental health and wellbeing, by [Professor Caryn West](#); a discussion on how disruption can lead to innovation in the ways learners engage with digital content, led by [Professor Abhishek Bhati](#); and a provoking think-piece by [Distinguished Professor Stewart Lockie](#) to develop physical, regulatory and institutional infrastructures that support socially and environmentally responsible innovation in agriculture and the future of food.

Overall, the book consists of diverse contributions across sectors such as public health, technology strategies, urban planning, sociology, and sustainable management, to effectively capture how global industry leaders faced this time of crisis, and how they analysed the rapidly-evolving scenarios around them and found the right inspiration to move forward.

Check out the book “[Digital Transformation in a Post-Covid World](#)” To obtain a discount on the book, please contact [Associate Professor Adrian Kuah](#).

Find out more about our [Business and Information Technology](#) courses.

Discover further information on areas of research and research strength at James Cook University in Singapore.

### Contacts

Media: Pinky Sibal [pinky.sibal@jcu.edu.au](mailto:pinky.sibal@jcu.edu.au)



# INSPIRE TO PURSUE A DREAM

Jesse Yap | Professional Golfer

## Jesse's 5-Year Goals

- Win an Asian Tour Event
- Top 10 at Singapore Open
- Have a full card on the Asian /Japan Golf Tour



## Jesse's Journey

My journey in golf has taken me all over the world, from hitting tennis balls in a school field as a 10-year-old beginner to playing NCAA Division I golf in the US, to competing professionally on the Asian Tour, Asian Development Tour and PGA Tour China. I like travelling to see new places, meet people and experience different cultures so this has been a dream job for me. I have been coaching at Sentosa Golf Club since April 2021 as well, and am looking forward to learning from this new journey and helping others to discover their passion for golf. Besides golf, I have become a podcast junkie over the past year and I also enjoy reading, writing and gaming during my time off.

My education as an engineering student has taught me to look at the world with a critical eye and always think about how systems and processes can be improved or made more efficient. This applies to my own practice routines and how I approach the game, as well as other systems and processes that I encounter outside the golf course.

## Jesse's Notable Achievements

Asian Tour (2019 Money List rank: 128)  
T16th – Sarawak Championship  
67-68-73-64 | 272(-16)  
T23rd – Panasonic Open India  
68-73-70 | 211(-5)

Singapore PGA (2019 Money List rank: 1)  
1st – SPGA President's Cup 2019  
67-70-68 | 205(-8)  
1st – SPGA Golf Classic 2019  
68-69-71 | 208(-8)

Asian Development Tour  
(2019 Money List rank: 43)  
T12th – Taifong Open  
73-73-67 | 213(-3)  
T12th – Combiphar Players Championship  
70-73-73-74 | 290(+2)  
T13th – PGM ADT Penang Championship  
66-71-72-71 | 280(-8)

*"For Singapore, it is important that we develop more and more successful sportsmen like Joseph Schooling and now Loh Kean Yew. It brings pride to and lifts the spirit of the entire nation. They can be strong role models for our youths. To show that Singaporeans can be world champions, not just in sports, but anything. However, it takes a lot of sacrifices and determination to be successful. It is a long hard journey.*

*I just hope to contribute my small part to help Jesse Yap realise his dreams of becoming a golf champion and I sincerely hope others will join me too. I target to raise at least \$50,000 a year to help cover his costs to travel to compete. I personally have contributed \$5,000 to start the ball rolling." Mr. Chris Cheah, Founder and Joint CEO of TrustCapital Advisors and Chair of Council of Advisors, AAS.*

*If you are interested in supporting this aspiring golfer in his journey, please contact: Mr. Chris Cheah via email: [ccheah@trustcapadvisors.com](mailto:ccheah@trustcapadvisors.com)*



*Congratulations!*  
to

**RMIT Alumni Singapore (RMITAS)**  
on their 20<sup>th</sup> Anniversary Celebration



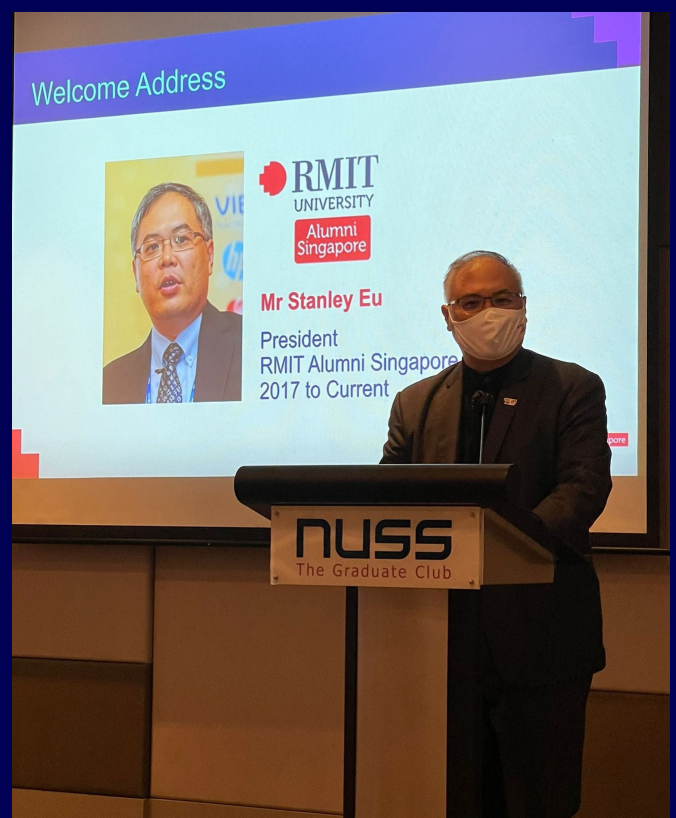
H.E. The Hon Will Hodgman, Australian High Commissioner to Singapore, giving the Special Address at the dinner.



L-R: Tan Kong Soon, Stanley Eu, H.E. The Hon Will Hodgman, Gayle Wong, Lawrence Lim



L-R: Connie Chow, Raj Kurup, Jack Yu, Jolly Tan, Dr Tan Lee Kiat



Welcome Speech by Mr Stanley Eu, President of RMITAS





Australian Alumni Singapore  
since 1955

# AAS WELCOMES RMIT AND MACQUARIE UNIVERSITY AS PARTNER UNIVERSITIES



JAMES COOK  
UNIVERSITY  
SINGAPORE

ORDINARY / Associate

Platinum



RMIT  
UNIVERSITY

ORDINARY / Associate

Gold



THE UNIVERSITY  
OF QUEENSLAND  
AUSTRALIA

ORDINARY / Associate

Silver



MACQUARIE  
University  
SYDNEY · AUSTRALIA

ORDINARY / Associate

Silver

Please click on either of the links next to your ALMA MATER / University's logo to Register for your Complimentary ORDINARY / Associate AAS Membership worth **SGD 50**.

- **AAS Ordinary Memberships** are open to persons who are **graduates** of partner universities
- **AAS Associate Memberships** are open to persons who are **students** of partner universities

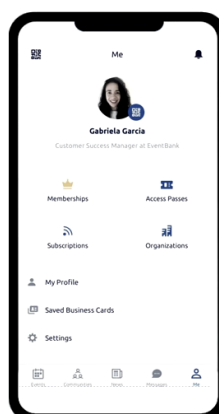
Join AAS and enjoy wide range of membership benefits including exclusive access to members-only networking events, discounts at merchants, mentorship programs, internship programs and more!

FLASH YOUR AAS MEMBERSHIP CARD VIA GLUEUP APP &  
ENJOY ALL THE EXCLUSIVE DISCOUNTS



## How to use the My Glue mobile app?

1. Download the My Glue App on the App Store or Google Play
2. If you are a new user, register for My Glue, otherwise log in to your existing account.
3. Select the server to log into, from our three options: .com (default), and .ru (Russia-based users), .cn (China-based users)
4. Start exploring My Glue!



### All-in-one member mobileapp

Engage, network and receive information on events, newsletters, memberships and more from your smartphone!

- Profile Information
- Member Directory
- Edit your company info and your virtual membership card
- Saved Business Cards
- Browse the Membership Directory
- All your event registrations and payment history in one place



# PAST EVENTS



AAS President's Wine Tasting Year-End Catchup on 19 Dec 2021



L-R: Raj Kurup (AAS President) , Geoff Howie (UQ) , Joseph Kwok (UNSW) , Rennie Sng (Murdoch) & Richard Ngo (UTAS)

AAS President's Wine Tasting Year-End Catchup on 21 Dec 2021



L-R: Stanley Eu (RMIT) , Raj Kurup (AAS President) , Lee Ser Yeng (Murdoch) , Michael Aw (La Trobe) & Paul Tham (Curtin)



# UPCOMING EVENTS

## AAS Year End Bike Ride by Raj Kurup, AAS President

@ 2A Changi Ferry Road

Thursday, 30 Dec 2021 | 6.30am SGT

For more information & to Register,  
please scan on the Whatsapp QR Code



## AAS Beer & Brains Session by Noel & Richard

@ The Chamber @ Capital Square (Along Pekin Street)

Thursday 20 Jan 2022 | 7pm SGT



Co-Chair of Memberships



Chair of Events



Come & join us for a chill & relaxing evening of networking and getting to know the AAS Management Committee Noel Ng & Richard Ngo (both alumni of University of Tasmania).

Kindly note: Participants will pay for their own drinks and a maximum of 5pax limit per table will apply.

For more information & to Register,  
please scan on the QR Code below





# BALBLAIR MASTERCLASS

WITH JOHN MACDONALD, DISTILLERY MANAGER, BALBLAIR



**BALBLAIR 12 YEARS**



**BALBLAIR 15 YEARS**



**BALBLAIR 18 YEARS**



**BALBLAIR 2005  
SINGLE CASK**



**JOHN MCDONALD, DISTILLERY  
MANAGER, BALBLAIR**

For 13 years John McDonald has been at the helm of Balblair as Distillery Manager. Since taking up the post back in August 2006, his attention to detail, remarkable skill and depth of knowledge have built a single malt known throughout the world for its exceptional quality and taste. A lifelong Highlander, his personality and refusal to rush any aspect of whisky making at the distillery imbue Balblair with its distinctive character. He is a Keeper of the Quaich, and one of the industry's greatest champions, with an unshakable belief in making and enjoying fantastic whisky.

Non-members: \$108, Members: \$88  
21 January 2022, 6:30pm onwards  
31 Harrison Road, #09-02 Singapore 369649  
Co-organised by Asiaeuro, L9 & CEO Asia



Book your slots at: <https://l9.sg/21Jan>



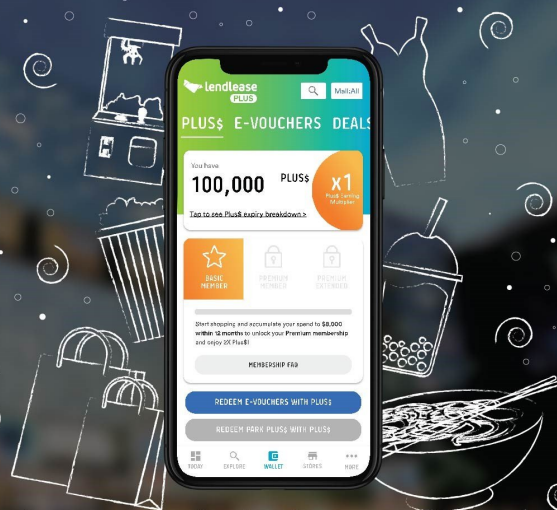
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# AAS MEMBERSHIP BENEFITS

EXCLUSIVE OFFERS & DISCOUNTS FROM AAS'  
VALUED PARTNERS & MEMBER ENTREPRENEURS



## ABOUT XUAN

*Inspired by Oriental Culture and Heritage;  
Amplified by Design and Innovation*

Xuan is a new cultural-lifestyle concept in Singapore that celebrates oriental traditions in a modern way. It aims to bridge the past with the present by marrying heritage with contemporary lifestyles.

#02-35 Raffles Hotel Arcade, Singapore 188719  
www.xuanculture.com | info@xuanculture.com  
+65 6734 0606



Instagram icon | xuanculture

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The Palace Museum Store

**AAS MEMBERS  
GETS 10% OFF  
ON-SITE**



ENJOY THE BEST PARTY IN TOWN

Available for Dine-in / Takeaway



### X'mas Platter

Chicken

1.4kg (before roast)

Angus Striploin

400 gm (before roast)

Daily Vegetables

Mashed Potatoes

**\$109.00**

La Pasteleria Kitchen & Bar,  
81 Clemenceau Ave, #01-22,  
Singapore 239917  
Nearest MRT : Fort Canning

AAS MEMBERS  
GETS 10% OFF ALA  
CARTE FOOD MENU

# MERRY CHRISTMAS

## Night Party

### Abundance Joy Platter

X'mas Platter

2 x Seafood Aglio Olio

1 x Mexican Chopped Salad

Free 1 bottle of  
Spanish Red Wine

**\$159.00**

Set for 4 - 5 pax





## Proudly Australian, celebrating Australia day

### Thompson Estate Four Chambers

Cabernet Sauvignon 2019 | Shiraz 2020  
Chardonnay 2021

1 to 5 bottles - **\$37.80**

6 to 11 bottles - **\$35.10**

12 and above - **\$32.40**

### Thompson Estate Range

Cabernet Sauvignon 2018  
Chardonnay 2020

1 to 5 bottles - **\$52.50**

6 to 11 bottles - **\$48.75**

12 and above - **\$45.00**

### Thompson Estate Specialist

Cabernet Sauvignon 2017  
Chardonnay 2018

1 to 5 bottles - **\$86.80**

6 to 11 bottles - **\$80.60**

12 and above - **\$74.40**



#### T&Cs

Offer end on 31st Jan 2022 | Free delivery for order above \$300 | Mix & Match available.

Kindly take a screenshot of the flyer to be eligible for offer | All prices quoted are nett

**Please contact our Relationship Manager, Stanely Ng for any enquires.**

**HP: 9025 9975 Email: [corporate06.sg@CornerStoneWines.com](mailto:corporate06.sg@CornerStoneWines.com)**



#### 1. Thompson Estate Range Cabernet Sauvignon 2018

Medium crimson red with a slight purple edge. A generous combination of lifted forest berry fruits, cassis, and dark cherry fragrances upfront with underlying black olive and blackcurrant nuances. Subtle sweet cinnamon oak spice, violets and savoury dried herbs adds a further depth of complexity. Medium bodied wine with elegant, well integrated red berry fruit flavours fill the palate followed by a succulent, fleshy but firm tannin structure. Juicy red berry fruit flavours persist endlessly with a hint of dark chocolate mocha on the finish.

#### 2. Thompson Estate Range Chardonnay 2020

Elegant pale/medium straw with brilliant clarity and a subtle green edge. An array of lifted peach, nectarine stone fruits, lemon/lime citrus, and cinnamon/clove spice with hint of nutmeg and Nougat. A slight wild ferment funk gives an element of depth and richness to the nose. Rich vibrant palate with a soft, seductive creamy texture, and exquisite white stone fruit flavours fill the mouth. Well integrated, supple oak and persistent, tight yet seamless acid lines linger on resulting in a crisp, clean, captivating finish.

#### 3. Thompson Estate Four Chambers Cabernet Sauvignon 2019

Red cherry, red currants and a spicy/savoury clove edge lifts from the glass while more delicate aromas of violets, Mulberries and black currant together with subtle chocolate notes add further layers of complexity. Delicate red berry and red currant fruits fill the palate while ripe, elegant, well integrated tannins add structure. The red cherry and red currant flavours linger endlessly, giving great length and seamless purity, leaving the consumer salivating for more.

#### 4. Thompson Estate Four Chambers Shiraz 2020

A complex display of bright blueberry, red currant, sweet vanilla, and cherry cola characters upfront; subtle rose petals, sweet brazil nut, black pepper and cinnamon oak spice adds an extra depth of intricacy. Medium to full bodied with rich, fleshy dark berry, mulberry and sweet plum flavours fill the palate followed by a succulent, rich but fine tannin structure. Sweet toasty spice and delicate fruit persist endlessly with a hint of dark chocolate on the finish.

#### 5. Thompson Estate Four Chambers Chardonnay 2021

Complex, lifted, vibrant nose of fresh elderflower, lemon/lime citrus curd, papaya and ginger spice. A complex underlying array of orange blossom, creamy stone fruits and clove adds to the complexity. An elegant, medium bodied wine with nice tight, clean, citrus fruit flavours. Delicate oak spice adds complexity combined with a fresh, zesty acidity and white floral flavours gives great length and persistence.

#### 6. Thompson Estate Specialist Cabernet Sauvignon 2017

Fresh fragrant array of red berry, raspberry and forest fruits upfront with delicate clove spice aromas. Fine blackberry and violets with a subtle mint adds extra layers of complexity. Medium to full bodied wine with elegant, well integrated red berry and black currant fruit fill the palate followed by a succulent, fleshy but firm tannin structure. Juicy flavours persist endlessly with a hint of dark chocolate and savoury spice on the finish.

#### 7. Thompson Estate Specialist Chardonnay 2018

A delicate, lifted but complex nose shows an incredible display of floral spice with a touch of white stone fruit and orange blossom. Hints of cinnamon and nutmeg follow through with fine French oak perfumes to produce an intricate display of pleasure. Clean pristine lemon/lime citrus fruit, delicate peach and nectarine characters fill the palate accompanied by well integrated, exotic oak spice flavours. A lingering, crisp yet seamless acid line and persistent fruit flavours leave a fresh, clean, captivating finish to the wine.



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# JOB OPPORTUNITIES



Hewlett Packard Enterprise (HPE) advances the way people live and work. We bring together curious minds to create breakthrough technology solutions, helping our customers make their mark on the world.

## Senior Client Manager

Hewlett Packard Enterprise introduced HPE Ezmeral, a brand and software portfolio designed to help enterprises accelerate digital transformation across their organization, from edge to cloud.

HPE Ezmeral Spans a Complete Portfolio Including container orchestration and management AI/ML and data analytics cost control with IT automation and AI-driven operations and security Therefore, enabling organizations to increase agility and efficiency, unlock insights, and deliver business innovation. The HPE Ezmeral portfolio plays an essential role in HPE's edge-to-cloud platform-as-a-service strategy.

HPE currently has an exciting opportunity for Senior Client Manager. As the Senior Client Manager, he/she develops long term sales pipelines to increase market share in specialized areas and markets.

### Responsibilities:

- Develops long term sales pipeline to increase the company's market share in specialized area.
- Use specialty expertise to seek out new opportunities for customer value by expanding and enhancing existing opportunities to build the pipeline in and drive pursuit in specialty area.
- Set direction for business development and solution replication.
- Sell enterprise software to customers on a partnership basis.
- Establish a professional, working, and consultative, relationship with the client, including the C- level for mid-to-large accounts by developing a core understanding of the unique business needs of the client within their industry.
- Maintain and use overall cross-portfolio knowledge to support account leads with integration of solutions.
- Contribute to enduring executive relationships that establish the company's consultative professionalism and promote its total solution capabilities.
- Maintains expertise on IT at all levels - new applications, maintenance, typical budgets of the CIO's, typical objectives, measures, metrics.
- Maintains broad market and competitor knowledge to ensure credibility with Customer Executives

### Education And Experience Required:

- Demonstrated achievement of progressively higher quota diversity of business customer, and higher level customer interface.
- Prior selling experience includes multiple, diverse set of selling responsibilities.
- Considered a mentor of selling strategy, including designing strategy.
- Possess 10 years or more of software enterprise sales experience

### Knowledge And Skills:

- Know strengths and weaknesses of key competitors in account and how to leverage this knowledge in the account.
- Uses expertise specialty, consultative solution selling and business development skills to align the client's business needs with solution.
- In-depth knowledge of client's business, organizational structure, business processes and financial structure.
- Considerable knowledge of the customer's infrastructure and architecture.
- Demonstrates leadership and initiative in successfully driving services sales in accounts - prospecting, negotiating and closing deals.
- Demonstrates leadership and initiative in successfully driving full portfolio including hardware, software and services needed for the customer's requirements.
- Strategic planning on a business development level; can build an effective business case reflecting the value of an appropriate strategy.
- Balance strategic and tactical pursuits to optimize coverage and develop a predictable revenue stream.
- Uses C-level engagement skills in collaboration with account leads to offer value-add solutions to the client.
- Excellent project oversight skills.
- Works with the account team to build an effective account plan and strategy to drive incremental revenue in the account.
- Successful partner engagement experience by working effectively with our partners to drive additional revenue.
- Understand and sells high value software solutions.
- Demonstrates the ability to leverage the company's portfolio of products and services to change the playing field against our competition.
- Understands the leverage of services as part of strategic portfolio of products.
- Promotes services as part of all strategic opportunities.
- Maintain knowledge of industry trends, associated solutions, and key partner/ISV solutions.

## Business Consultant

HPE GreenLake is at the vanguard of HPE's current and future strategy to become the industry leader in Edge to Cloud platforms. Launched over 2 years ago, the GreenLake brand has since grown to become the market leader for on-premises IT-as-a-service, leading the category with over 35% global unaided awareness. HPE GreenLake brings the modern cloud IT experience to the data and applications clients can't or won't put into the public cloud.

Responsible for defining, developing & supporting the sales process for GreenLake technology and solutions with account teams. Engages in account transactions based on technical expertise required in specific deals/programs leveraging specialized knowledge base across multiple accounts. Focuses on area of Consumption methodology e.g., As a services specific products/areas within company's global business units. Responsible for technical consulting work with customers in selling and supporting company products, services and systems, or software. Provides technical support in sales presentations, product demonstrations, and customer training.

### Responsibilities:

- Gathers and assesses customer technical needs.
- Identifies related needs (lead generation, opportunity expansion).
- Identifies site-specific parameters and constraints that impact the solution.
- Identifies probable competition.
- Solution Planning and Design.
- Solicits inputs from other experts as required.
- Investigates and optimizes a solution's fit to the requirements of an opportunity.
- Adapts solution design to new requirements.
- Establishes the validity of a solution and its components.
- Generates an implementation plan with timelines for the solution.
- Creates the appropriate test plan as required.
- Anticipates some of the potential challenges for the proposed project plan.
- Assists peers in area of expertise as needed.

### Education And Experience Required:

- Technical University or Bachelor's degree preferred.
- Around 1-5 years experience in technical selling.
- Technical and/or solution experience in industry.
- Join us and make your mark!

### We Offer:

- A competitive salary and extensive social benefits
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