

**ROBB FIPP**

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**EXECUTIVE PROFILE**

*Founding Partner / COO / Managing Director*

*Global Business Development / High Growth Organizations / Start-up Entrepreneurial Ventures / Turnaround Ventures*

Senior Executive offering 21 years of significant and substantive leadership and entrepreneurial experience in building and leading investment, advisory and technology firms in the U.S. and abroad. Outstanding communicator adept at originating and developing powerful relationships with private equity firms, corporations, sovereigns, high-net worth individuals, family offices and pension funds. Proven track record securing new business, raising capital, obtaining sustainable revenue streams, restructuring businesses, driving profitability, and managing clients. Professionally trained speaker, experienced at delivering presentations to institutions, consultants, conferences and with global media. Extensive expertise advising corporations and investors on hedge funds, emerging market risk, geopolitical issues and anti-corruption matters.

**EXPERIENCE**

**Astignes Capital Asia - Singapore**

**August 2018 – Present**

**HEAD OF MARKETING & INVESTOR RELATIONS**

Hired to build and run global marketing and investor relations for Astignes Capital, a Singapore-based alternative investment management firm originally founded in 2005 as part of the Alphadyne group of companies. Following a management buyout from Alphadyne, Astignes brought me in as a senior member of the leadership team to build relationships with and manage a global network of institutional investors in excess of USD \$1.5 billion, refine and expand investor relations processes and develop and execute a strategic marketing plan to raise assets from global institutional investors.

**UBS Asset Management - Singapore**

**August 2015 – July 2018**

**MANAGING DIRECTOR, HEAD OF BUSINESS DEVELOPMENT APAC & MIDDLE EAST**

Built and managed systemic business development and client servicing efforts for new and existing investors across APAC and the Middle East for UBS's O'Connor hedge fund, a USD \$6 billion platform. Developed and managed an investor network in excess of USD \$1.3 billion across institutional and high-net-worth channels. Served in strategic capacity as member of UBS Asset Management's APAC Management and Risk committees, while leading a dedicated team of business development professionals in 3 global offices.

**Veracity Worldwide LLC – New York, NY & Singapore**

**June 2007 – July 2015**

**CHIEF OPERATING OFFICER (January 2013 – July 2015) - New York**

Co-founded Veracity which provides emerging market strategy, market entry and operational problem solving advisory services to Fortune 500 multinational corporations and financial services firms. Directed all operations of the \$6+ million dollar business with domestic and international services in over 90 countries. Led 20-person workforce located in three global offices, held full P&L responsibility. Managed company profitability, strategic planning, business development, client services, finance & administration, human resources, information technology, and infrastructure.

**MANAGING DIRECTOR, ASIA (September 2007 – December 2012) - Singapore**

Initially built and ran Veracity's Asia practice from Singapore. Returned to New York and assumed Chief Operating Officer role in January 2013. Established, built and managed Asia subsidiary company to profitability in 18 months; grew from a one-man shop to a full-service and self-sustaining office of 6 professionals completing over 400 clients engagements in five years

**Vineyard Ventures, LLC – Kuala Lumpur, Malaysia**

**July 2004 - June 2007**

**MANAGING DIRECTOR, ASIA**

Vineyard Ventures is a boutique U.S. based venture capital firm which specializes in early stage opportunities. Opened and ran the Asia office in Kuala Lumpur, Malaysia. Managed current portfolio investments and sourced additional opportunities throughout Southeast Asia, South Asia and into Europe.

**Tidegate, LLC – Washington, D.C.**

**July 2002 - June 2004**

**MANAGING DIRECTOR, ASIA**

Founded Tidegate, LLC, an international strategy and general management consulting firm which guided small to medium sized businesses through international expansion. Specialties included: forming global alliances, building a foreign presence, sizing up transitional opportunity and directly entering international marketplaces.

**Jack Bechta & Associates – La Jolla, CA**

**January 2002 – July 2002**

**MARKETING CONSULTANT**

Conceptualized, created and managed all marketing activities for this established NFL sports management agency. Created individual marketing campaigns for five new NFL draft picks (Round Selected: 2nd, 3rd, 5th, 5th, 7th).

**Trilogy Software, Inc. – Austin, TX & Paris, France**

**July 1998 – July 2001**

**DIRECTOR, AUTOMOTIVE ALLIANCES - Austin, TX, Paris, France**

Joined this early-stage enterprise software company as employee number 82. Responsible for all third-party relationships for Trilogy’s most profitable division, helping to service over \$100 million in sales to leading companies including Ford, Renault, and Toyota. Initially hired as a University Recruiter for Trilogy’s award-winning College Recruiting team. Promoted to Hiring Manager within six months, responsible for division P&L. Negotiated offers to 150+ new hires. Recruited by VP to build and run Trilogy’s first Partnerships & Alliances group.

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**EDUCATION**

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**Boston College – Chestnut Hill, MA**

**May 1997**

School of Arts and Sciences: B.A., Communications  
Minor: Germanic Studies, Concentration: History  
Activities: Division I Varsity Lacrosse: 4 Year Letterman, *Captain*,  
Student Athlete Advisory Board: *Executive Committee*

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**LICENSING**

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**SINGAPORE**

**Security and Futures Act (SFA) – Section 99D – Appointed Representative**

Licensed to conduct regulated activities under the Security and Futures Act for “Fund Management” on behalf of UBS Asset Management (Singapore) Ltd

**Financial Advisory Services Act (FAA) – Section 23C – Appointed Representative**

Licensed to conduct regulated activities under the Financial Advisory Services Act to include “Advising on Investment Products (Collective investment schemes and securities other than collective investment schemes)”, “Issuing or Promulgating Analyses/Reports on Investment Products” and “Marketing Collective Investment Schemes”.

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**ADDITIONAL**

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- Entrepreneurs Organization (EO), Alumni - Singapore Chapter
- Experience traveling or working in over 60 countries
- Seasoned public speaker including at conferences in US, Canada, Singapore, Hong Kong, Korea, Japan and China
- Conversational German, used in professional setting
- Failed professional golfer – Golden State Professional Golf Tour – May 1997-July 1998
- Family: Married to the most incredible woman for over fourteen years, raising three energetic boys
- Interests: Family, Golf, Boxing, Piano Composition, Pilates, Graphic design, Fly-Fishing, Travel, Reading