EYA 2023/24 - NEW ENTREPRENEURS



WINSTON CHAN CHIEF EXECUTIVE OFFICER

FT CONSULTING PTE LTD

Winston's entrepreneurial journey speaks of resilience and growth through innovation. Joining first as a junior consultant, he now helms FT Consulting as its CEO after a pivotal management buyout, transforming the thirty-three year old company into a leading business consulting group with six offices across Southeast Asia and beyond.

Winston's CEO journey was not easy as he faced slowing business growth shortly after taking on the leadership role during the gruesome COVID-19 period. Readily tapping on advice from industry veterans and mentors, while at the same time being bold and innovative in redesigning his business to meet clients' evolving needs, he eventually led the company out of the COVID storm profitably.

Going forward, Winston aims to further unlock the full value of the three-decade old FT Consulting brand. He has restructured the business to more effectively ready, reshape and resource clients as they grow and internationalise. To ensure that the company progresses sustainably in tandem with its esteemed clientele, he continually scouts for talents and painstakingly build new capabilities to harness opportunities presented by the fast-changing business environment. His resilience, innovativeness, and purposeful leadership turned obstacles into pots of gold, and will no doubt drive the business to greater success



LOO RUI YI DIRECTOR

HURRY GENERAL CONTRACTOR PTE LTD

Rui Yi began his career under Mr. Loo Yong Soon, the founder and CEO of Hurry General Contractors (HGC), a firm specializing in both commercial and residential projects. Starting in an administrative role, Rui Yi gained hands-on experience in the business. Despite initial scepticism from colleagues due to his family ties, Rui Yi was determined to prove himself.

Transitioning into sales and project management, Rui Yi pushed beyond his comfort zone, building his confidence and skills. A pivotal moment came during the COVID-19 crisis when his leadership helped HGC navigate numerous challenges, earning him recognition for his resilience and ingenuity.

Under Rui Yi's leadership, HGC has undergone significant transformation. He set clear objectives, restructured the organization, prioritized employee well-being, and pursued larger projects to drive the company forward. The company shifted its focus to larger projects and government tenders, with plans to explore overseas opportunities.

The restructuring has delivered results. Staff confidence in his leadership has grown, and with morale boosted, Rui Yi is more determined than ever to elevate the company to greater heights. His adaptability, improved communication, and resilience have been key in his entrepreneurial journey.

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ZHANG YITAO DIRECTOR

LUCE MAINTENANCE GROUP PTE LTD

Jason's entrepreneurial journey is one of unexpected turns and pioneering innovation. While studying economics and engineering in a foreign university, Jason developed a unique blend of analytical and creative skills.

Jason was Initially attracted to conventional career paths. However, this changed dramatically when he returned to Singapore and joined his family's modest cleaning business. He was inspired by his mother's practical approach and saw untapped potential in the traditional methods.

With determination, Jason led the digitization of operations, bringing new efficiency and scalability. This strategic move spurred significant growth and helped the company navigate the challenges of the COVID-19 pandemic. Jason created the Luce App, which uses an algorithm to match the nearest cleaners to available jobs. The Luce App directly employs workers, eliminating the need for a middleman. This approach allows Jason to maintain control over the quality of the work and eliminates extra fees for clients.

Under his leadership, the company transformed, embracing technology to overcome financial challenges while prioritizing employee welfare and ethical practices. Jason believes in the power of technology to transform traditional industries. Norms should be challenged and with vision and adaptability, even conventional businesses can thrive in the digital age.



LAWRENCE LUAN
CHIEF EXECUTIVE OFFICER

OCTOPUS8 PTE LTD

Lawrence's entrepreneurial journey began when he saw the positive impact of employment on individuals with disabilities during his time at a global logistics company. Motivated by this experience, he set out to create a company that would benefit clients, employees, and shareholders.

In a market dominated by large companies, Lawrence aimed to stand out by offering exceptional customer service, technical support, digital services and sales that exceed client expectations. His commitment to excellence and innovation helped his business grow and retain a loyal client base.

Lawrence's success is built on core values of altruism, integrity, and diligence. These principles have helped him secure over 30 B2B contracts and build lasting client relationships based on trust and respect. Octopus8 is now one of the fastest growing Singapore-based tech companies in the social service sector. Lawrence's ambition is for Octopus8 to become the preferred software solution provider in the social service space.

Lawrence faces challenges with resilience and determination. He is dedicated to driving positive change and creating meaningful opportunities for all stakeholders. With each new challenge, he embraces growth and innovation, truly embodying the spirit of entrepreneurship.

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WESLEY SHEN WENDE CHIEF EXECUTIVE OFFICER

SKYLINK GROUP HOLDINGS PTE LTD

Fuelled by his engineering and sales expertise, Wesley established Skylink to revolutionize the commercial vehicle trading and leasing sector. With an unyielding vision for the future, he set out to redefine customer service and experiences by providing comprehensive mobility solutions tailored to a wide array of needs.

Wesley's journey was marked by navigating formidable challenges, including securing capital and establishing robust operations amidst seasonal challenges. His relentless determination, pursuit of excellence, and high-level networking not only honed his skills but also amplified Skylink's influence in the industry.

Today, under Wesley's dynamic leadership, Skylink thrives. The company boasts a cohesive team, numerous accolades, and robust financial health. This success is a testament to Wesley's unwavering commitment to leveraging e-commerce and meeting the soaring demand for leasing services. His strategic expansion into the passenger vehicle segment has significantly broadened Skylink's market share, allowing the company to offer end-to-end solutions for both commercial and consumer clients. Further bolstering Skylink's portfolio of services, Skylink recently expanded into pre-owned vehicles to offer end-to-end mobility solution.

Wesley's journey is a beacon of continuous learning, innovation, and seamless technology integration. Skylink's meteoric rise serves as a powerful inspiration for aspiring entrepreneurs, highlighting the critical importance of adaptability, resilience, and a steadfast dedication to excellence in overcoming obstacles and achieving monumental success.



JUSMIN TANDIRECTOR & CMO

TMR MEDIA PTE LTD

Jusmin started her career in a multinational corporation. She came to a turning point when she needed flexibility to care for her ailing father. Motivated by this necessity, she made the bold move from corporate life to entrepreneurship. Jusmin established TMR Media in 2021 as a small and modest agency with just four team members, focusing on the realm of Social Media Marketing and Social Media Analytics.

Starting from scratch, she worked hard to build client trust and implement efficient workflows. Despite the challenges, her determination and entrepreneurial spirit led her to achieve significant milestones, including managing a national campaign for NDP 2023 & NDP 2024.

Jusmin has bolstered the company's capabilities by establishing an in-house production team, making strategic investments in cutting-edge equipment and devising a tailored approach that aligns with each client's marketing campaign.

Jusmin believes in collaboration and networking. Inspired by pioneering female entrepreneurs and the Chinese principle of "gé jú," meaning resilience and adaptability, she remained committed to continuous learning and growth.

Her journey highlights the power of perseverance and adaptability, inspiring other entrepreneurs to embrace challenges and pursue growth and innovation in their own ventures.



EYA 2023/24 ESTABLISHED ENTREPRENEURS

