

# Ze Zhou (Elijah) Tang

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## EDUCATION

### London Business School

London, UK

*Masters in Analytics and Management (MAM)*

Sept 2022 - Mar 2024

- GMAT 740 | Club: Asset Management Club, Finance Club, Art & Business Club
- Core Modules: Business Strategy, Machine Learning and Big Data, Accounting and Finance

### Beijing Univ. of Posts and Telecoms.

Beijing, CN

*B.Eng. & B.Mgmt. of Electronic Engineering, Specialization in e-Commerce Engineering with Law*

Sept 2018 - Jun 2022

- Honors and Awards: BUPT Merit Scholarship, Outstanding Student Leader and Activist, National E-Commerce Competition (2nd Prize in Beijing, Champion in BUPT), National Innovation and Entrepreneurship Competition (National Prize)
- Leadership: President of Art Dept. of Student Union; President of Photography Club, Founder of BUPT Business Group

### University of Cambridge

Cambridge, UK

*Research Assistant in Finance, Capital Asset Pricing Based on Machine Learning, Grade: A (Excellent)*

Jan 2021 - Mar 2021

## BUSINESS EXPERIENCE

### SAIF Partners (Softbank Asian Investment Fund, AUM c.RMB70bn)

Beijing, CN

*Investment Summer Analyst*

May 2022 - Aug 2022

- Researched 4 tech segments and deep-dived into IC design and SiC sector, modelled its scale, studied key drivers, business model, competitive landscape and opportunities, formed total 60-page report and shared with the team
- Performed pre-deal due diligence for a B2B2B company's Series D financing (c.RMB600mn), main responsibilities include investigating its business model, competitive edge, barrier, and strategy by interviewing its executives and clients
- Prepared and polished 30+ pages of present slides regarding IIOT sector based on industry research, of which most were adopted by the team and presented to LPs, assisting team to secure incoming SAIF Haohai III Fund

### A Better Community Consulting (Top Nonprofit Consulting in China)

Beijing, CN

*Project Consultant, NGO Strategy, Best Project (Top 10%)*

Mar 2022 - May 2022

- Diagnosed client's headwinds by conducting 5 management and clientele interviews, evaluated its status quo through internal, external and benchmarking analysis to highlight its main problem in fundraising channel management
- Led a fundraising team of 4 consultants to devise channel-customized strategies, aligning with the brand's proposition to increase appeal, pitched in 2 workshops to its executives and secured the go-ahead for implementation
- Implemented strategies in detail, facilitated client's business proposal and helped pitch it to 30+ potential sponsors, ended up securing RMB500k fund for our client, received their praise in person

### KPMG

Hangzhou, CN

*Summer Intern, IPO Audit Project (HK)*

Aug 2021

- Performed due diligence for an insurance tech company, assisted in engagement contract and 10+ pages of report writing, and facilitated interviews with its clients, suppliers and internal management team
- Studied PRC's laws and executed data compliance upon client by developing a data compliance checklist of 30+ items and reviewing client's related contracts, regulations and technical specification docs

## LEADERSHIP& PROJECT EXPERIENCE

### Roland Berger

Nationwide

*2022 Case Competition, Champion, Top 1/800+, Summer Internship Offered*

Mar 2022 - May 2022

- Analyzed potential performance of penetration and disruption of metaverse on fashion industry, explored changes in value chain, industry chain, and competition landscape, ended up winning 2<sup>nd</sup> place nationwide in the first-round competition
- Interviewed client's management 3+ times, combined with desk research to study specialty café trends, competitive landscape and consumer behavior in café industry, thus forming hypotheses after 3+ revisions and iterations
- Devised and proposed a 3-year growth strategy for a café, with aims to achieve its business and non-business goal, detailed practical implementation actions were also designed, and was highly recognized by client and judges

### BUPT Student Union

Beijing, CN

*President of Art Department*

May 2019 - May 2021

- Led 30+ members to organize 5+ events with 3000+ participants, maintained relationships with stakeholders and pitched students' events to external organizations, and financed ¥20k fund from Tencent Music and NewChannel Group

## ADDITIONAL INFORMATION

- **Skills:** Python, Java, SQL, R, Wind, Bloomberg, Capital IQ, Office Suite, Think-cell | Certified Analyst of e-Commerce Big Data
- **Activities:** Co-founder of a WeChat Subscription (1k+ followers), Founder of BUPT Business Group (200+ members), Tencent Lighthouse Programme (Top performer, 4/190, 2%), IEEE Beijing Engineer Leadership Summit, Teaching Assistant of Zhejiang University, Management at ModernSky Co. Voluntary Team, Co-founder of ROX Charity
- **Interests:** Guitar player (3 original songs), Professional photographer (10+ clients), Graphic designer (10+ works)