

Hanchi (Leo) Zhang

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EDUCATION

Columbia University | Graduate School of Arts and Sciences New York, NY
M.A. in Mathematics of Finance Expected Dec 2017
Main courses: Stochastic Processes, Time Series Modelling, Programming for Quantitative and Computational Finance
Peking University (PKU) | Guanghai School of Management Beijing, China
B.A. in Finance & B.S. in Applied Mathematics – GPA 3.75/4.00 (top 10%) Jul 2016
Achievements: CFA Level I Certification (Dec 2016) on the first attempt, Excellent Graduate of PKU 2016 (top 1%)
Texas A&M University | Mays Business School College Station, TX
Visiting Scholar in Finance – GPA 4.00/4.00 (top 5%) Sep 2014 – Dec 2014

WORK EXPERIENCE

IDG Capital Partners Beijing, China
Financial Analyst Oct 2015 – Apr 2016

- Assessed the operational models of 8 American and Asian companies in the secondary market of Technology, Media and Telecommunication (TMT) Industry by multiple analysis, modeled and devised financial strategy for IDG Capital based on the analysis and presented the result to directors and senior managers
- Constructed a time series VAR model for the online streaming market to evaluate how factors such as intellectual property fees, substitutions and government policy affect market returns to map out investment schedule and expect investment return
- Carried out a positive analysis on irrational herd behavior of individual investors in Shanghai Stock Market in 2015, proved its notable impact on prices through panel data analysis on trading volume changes of 325 qualified stocks around the issuance dates of periodical reports of institutional investors, and revised the investment methods to avoid related negative influence

Deutsche Bank Beijing, China
Fixed Income Analyst Sep 2015 – Oct 2015

- Completed the underwriting process for bond issuance of Xinyuan Real Estate Co., Ltd., with amount over \$150 million, 5-year maturity, 7.5% coupon rate and AA credit rating, by devising financial proposals and designing proper fixed income product
- Compiled prospectuses with over 100 pages for each client, facilitated coordination with qualified institutional and individual investors to gather information of the coupon rate acceptable for reaching the proper final rate before roadshow

Beitiantu Information & Technology Co., Ltd Beijing, China
Startup Financial Analyst Jul 2015 – Sep 2015

- Conducted SWOT analysis and identified the successful business models of 5 main Fruit Online to Offline (O2O) companies in Beijing by meeting with the CEOs, interpreting the information attained from on-the-spot survey of 8 online platforms and 11 offline stores as well as the suppliers and distribution branches, etc.
- Built a business model for the Fresh Goods O2O platform of one Partner's mobile application which targeted third-tier city residential communities, by adding several key parts to the successful models in Beijing, such as cooperating with property companies to monopolize in the community, holding weekly group buying activities, and involving delivery services, etc.

Deloitte Touche Tohmatsu Ltd Beijing, China
Auditor Jan 2015 – Mar 2015

- Vouched and verified the clients' financial information against thousands of pages of official confirmations, invoices and bank slips to exclude such as unauthorized transactions and fraud attempts of the clients
- Gathered the original information to update the detailed figures in 33 Excel spreadsheets of audit working-papers for fiscal year 2014, and compiled financial statement drafts with the spreadsheets to provide a rough operating condition to the clients

ACADEMIC RESEARCH & ACTIVITIES

Economics Research Institute, Peking University Beijing, China
Lead Undergraduate Researcher Sep 2013 – Nov 2013

- Led a research team of five undergraduates to figure out factors that affected the donation behaviors of more than 2000 Chinese public companies from 2005 to 2012
- Established a cross sectional model with variables, unveiled fifteen key determinants of the donation amount such as locations, education of CEOs, etc. and supported the advisor's conclusion in the essay published in *Management World* with the result

Lead-echo Volunteer Association Beijing, China
President Sep 2013 – Jul 2016

- Supervised the recruiting activities and held forums that aimed to talk about environmental issues in each semester
- Promoted campaigns against excessive carbon emission by selling recyclable items collected from campus in exchange for trees and planted them in suburban Beijing

LANGUAGES AND SKILLS

Language: Mandarin (native)
Computer Skills: C++, VBA, R, MATLAB, SAS, and Microsoft Office