

# PHUC LE (Dr.)

## Head of Research & Content at Concero | PhD in Applied Physics

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**Links:** [LinkedIn](#) | [X \(Twitter\)](#) | [Github](#) | [Website](#) | [Google Scholar](#)

PhD physicist now leading protocol research and GTM strategy at Concero, a cross-chain infrastructure company. I design interoperability architectures, write whitepapers, and translate complex technical tradeoffs into clear positioning for developers and partners. My work spans protocol design, competitive analysis, documentation, and partnership development. I have helped scale our bridging protocol to \$100M+ in volume and drive 100K+ user signups through technical content and conference speaking.

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## KEY SKILLS & TOOLS

- **Research:** Protocol architecture analysis, whitepaper/technical writing and visualisation, competitor mapping, tokenomics research, and solution architect.
  - **Business:** Grant writing, strategic planning, partnership development, technical sales, community building, and marketing content strategy.
  - **Programming languages:** Python and SQL for data analysis and visualisation.
  - **AI & Automation:** Build custom AI-powered automation processes and workflows to enhance productivity across research, content, and operations for repetitive tasks.
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## BLOCKCHAIN EXPERIENCE

### ❖ Head of Research and Content – Concero Labs | Jan 2025 – Present

*Focus: Cross-chain messaging infrastructure and liquidity frameworks*

#### Protocol architecture & Technical strategy:

- Co-designed rebalancing algorithm and protocol architecture for Lanca & Concero with CTO and engineering team, ensuring technical feasibility and security.
- Conducted end-to-end breakdowns of competitor protocols to identify failure modes, verification models, and relaying risks.
- Authored the core whitepapers ([Concero V2](#) & [Lanca Bridging Framework](#)) and maintained comprehensive technical docs.
- Translating complex terminologies into clear resources for communities and developers, which supported [100K+ testnet registrations](#) for Concero V2.
- Own key written assets across the funnel, including documentation ([Concero docs](#) & [Lanca docs](#)), [blogs](#), and high-level protocol narratives.

#### Market growth & Business operations:

- Translated technical protocol analysis into strategic business insights, producing decision-ready research briefs for C-suite executives on market positioning and competitive differentiation.
- Led data analysis and drafting for grant applications (Avalanche, Base, OP and Pharos), successfully structuring datasets to prove project impact and milestones.
- Managed brand presence across [X \(Twitter\)](#), LinkedIn, and DeBank, growing combined audience to 80K+ followers. Created technical explainer content, protocol diagrams, and narrative positioning that bridged developer documentation with market-facing communications (all published content)..

- Represented Concerro at international conferences and panels (e.g., [SEABW 2025](#) in Thailand and [Ethereum Vietnam 2025](#)), initiating sales conversations and securing partnerships.
  - Supported early sales conversations through technical deep-dives and custom integration proposals.
- ❖ **Research Lead – AlphaTrue** | *Dec 2022 – Dec 2024*
- Led technical discovery of DeFi applications to guide enterprise investment decisions.
  - Delivered educational seminars on blockchain mechanics for internal teams and external partners.
  - Wrote [accessible market reports](#) to expand industry understanding in the Vietnamese market.
- ❖ **Chainlink Community Advocate – Chainlink** | *Aug 2023 – Present*
- Act as a technical liaison, connecting Web3 projects with Chainlink Labs for service integration.
  - Organise 10+ community and developer meetups and lead educational initiatives to drive the adoption of decentralised oracle networks, especially for Vietnamese and Australian communities.
  - Featured as one of the most active advocates in the community program on the [Chainlink webpage](#).
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## ACADEMIC & RESEARCH EXPERIENCE

- ❖ **Post-doctoral Fellow & Technical Officer RMIT University & University of Melbourne** | *May 2019 – Dec 2024*
- **Research and data analysis:** Designed and conducted experiments and analysed complex datasets to support high-level research projects.
  - **Project management:** Supervised PhD students, ensuring adherence to strict project timelines and research standards; prepared training documents and trained users on scientific instruments.
  - **Funding:** Assisted in writing research proposals that secured government and industry funding.
  - **Media highlight:** Research on "Micro-spikes for Superbugs", featured in [ScienceDaily](#) and [IFLScience](#).
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## EDUCATION

- ❖ **PhD in Applied Physics, at RMIT University, Melbourne** | *May 2019 – Dec 2022*
- **Major:** Biophysics and Nanomaterial Science (Full scholarship granted by ARC Research).
- ❖ **BSc in Biotechnology at International University – VNU, Vietnam** | *Sep 2011 – Sep 2015*
- **Achievement:** Mitacs Globalink Research Internship Award at Simon Fraser University, Canada.
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## AWARDS & RECOGNITION

- **Global Talent Visa (Australia):** Granted for an internationally recognised record of exceptional achievement in the Health Industries.
  - **Conference Speaker:** Panellist at SEABW 2025 (Bangkok) and Ethereum Vietnam 2025, discussing blockchain interoperability alongside speakers from Chainlink, Uniswap, and Manta Network.
  - **Creative Idea Prize:** 2nd National Prize (Vietnam), "Hanh Trinh Vi Khat Vong Viet".
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## ENTREPRENEURIAL EXPERIENCE

### **Co-founder HIA Corner (F&B brand)** | *Nov 2017 – Apr 2019*

- Founded and scaled a business to 2 stores within 2 years. Led marketing strategies that drove 50% sales growth in the first year before exiting to pursue a PhD.