ZIJIAN ZHANG (Clint)

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8-years of study and entrepreneurship in the U.S. & Hong Kong; extensive global business skills; proficient in LLMs and AI agents; strong networking and teaming skills

EDUCATION

THE HONG KONG UNIVERSITY OF SCIENCE AND TECHNOLOGY — Hong Kong, China
Master of Science in Finance — *Aug 2023 – Jan 2026*
Coursework: Venture Capital & Private Equity; Alternative Investment Mgmt; Equity Investment Mgmt; Derivatives; Financial Data Analysis

UNIVERSITY OF CONNECTICUT — Storrs, CT, USA
Bachelor of Science in Finance — *Aug 2018 – May 2022*
Business School GPA: 3.84/4.00; Dean's List; 2021 New England Scholar

PROFESSIONAL EXPERIENCE

Timeverse (SZSE: 002354) — Hangzhou / Beijing, China
Strategy Development Manager — *Aug 2025 – Present*
(Conducted Market research, resource development and group project delivery across overseas TikTok e-commerce, livestreaming and AI applications)

TikTok E-commerce and Livestreaming Project Launches
- Researched Latin America (Mexico centered), Japan and other five Southeast Asian markets; supported acquisition and management of a Malaysian livestream commerce firm and recruited short-form video and MCN talent. Coordinated domestic e-commerce subsidiaries' resources and expertise and introduced a smart pet device brand to Malaysia; related Q3 2026 revenue exceeded RMB 12M (+30% YoY)
- Helped launch TikTok livestreaming in Colombia, arranged team business visas, local hiring, facilities, equipment and logistics; built legal, tax, compliance and hiring contacts and ties with the China-Colombia Chamber of Commerce and Colombia's Consul General in China

Generative AI Project Launch
- Researched opportunities recruited the project lead and built 4 teams totaling 20 people in 1 month, established TikTok business contacts, with revenue generating in two month. Supported CineART development, application and commercialization, including a RMB 10M annual framework agreement with ByteDance

AI Finance Research and Market Development
- Researched digital lending, BNPL, payments, credit reporting and AI risk management in over 12 countries, focusing on Latin America and Central/South Asia, plus Southeast Asia and Africa. Secured internal approval and RMB 30M in funding for Pakistan, set up project coordination between group and business teams, and coordinated license applications in 6 countries, securing a license in Pakistan
- Established government and business contacts in 6 countries, including consulates, securities regulators, central banks and commerce ministries; built relationships with 18 law firms and local payment and credit reporting providers

Whiffin (Web3 / GameFi / DePIN) — Hong Kong, China
Co-Founder & Shareholder — *Jun 2024 – Jul 2025*
- Led strategy and product design for a DePIN platform combining e-cigarette hardware, NFT-based progression and a gamified DApp on SEI; designed the game architecture, mechanics and economic model, and developed ecosystem partnerships
- Independently pitched in English across Singapore, Taiwan and Hong Kong (raised HK$1M from an angel investor), including to SEI Foundation leadership; secured US$230K in ecosystem support and coordinated whitepaper development, GTM planning and partnerships

Xanto Tech Co., Ltd. (Consumer Brand) — Hong Kong, China
Founder & Shareholder — *Jan 2021 – Present*
- Founded an e-cigarette brand; built and led a 25-person team across regions, overseeing design, supply chain, branding and overseas sales.
- Raised $200K in external funding, managed business planning, use of funds, cash flow and inventory
- Built U.S. and Southeast Asian wholesale and direct-sales channels with 10+ small business and retail accounts. Opened two stores in Los Angeles and New York beginning in 2025 and added Chinese brands including 13 De Marzo and Fufusoul. Annual GMV exceeded $1M

INTERNSHIPS

China Merchants Securities Co., Ltd. — Shenzhen, China
Investment Banking Analyst, DCM — *May 2024 – Sep 2024*
- Supported fixed-income issuance through client due diligence, AML checks, regulatory compliance reviews and financial analysis.
- Independently drafted issuance documents for an RMB 58M ABS transaction involving Power China Real Estate Group

J.P. Morgan — Hong Kong, China
Investment Banking Analyst, ECM — *Sep 2022 – Dec 2022*
- Supported research on TMT IPO candidates and peers, assessing business models, business mix, industry competition and key risks
- Supported IPO valuation and pricing through comparable-company analysis, indicative price ranges and transaction materials

ADDITIONAL EXPERIENCE

Personal Equity Investing — *Apr 2019 – Present*
- Use Bloomberg, LLMs and GitHub Skills for market research, sentiment analysis, screening and backtesting; 2026 YTD returns: 380% in U.S. equities and 60% in China A-shares

CFA Society Activities, Connecticut — *Mar 2019 – May 2022*
- Attended monthly capital markets, investment research and career events, deepening understanding of U.S. markets and macroeconomics

UConn Community Outreach — *Oct 2018 – Dec 2020*
- Sourced COVID-19 supplies in China via personal logistics contacts; sorted and distributed them free to residents and international students

CERTIFICATIONS

- CFA Level I passed (Top 20%)
- CFA Institute Investment Foundations (ID: 95480903)
- Global Business Leadership & Global Entrepreneurship (UConn)
- Capital IQ Fundamentals certification
- Bloomberg certification (ID: 156821509971)
- Fixed Income & Equities Markets; Analyzing Financial Reports (WSJ)

SKILLS AND INTERESTS

- **Skills:** AI agent and website development (Codex, Claude); Bloomberg; Wind; Figma; Framer; Capcut
- **Languages:** English (GRE 334); Spanish (A1–A2); Cantonese (native); Mandarin (native)
- **Interests:** Snowboarding; surfing; road trips; cooking; equity investment