

HONGZHE (ZACHARY) WEN

+1 (314) 861-7592 | <https://www.linkedin.com/in/hongzhe-wen-886523268/> | hongzhe.w@wustl.edu

EDUCATION

Washington University in St. Louis | St. Louis, MO

May 2026

B.S.B.A. Finance & Financial Engineering

- FL23/SP24/FL24 Dean's List.
- Coursework: Capital Markets & Financial Management, Principles of Financial Accounting, Investment, Managerial Statistics, Analytics and Modeling for Business Decisions, Optimization, Options, Futures, and Derivatives.

EXPERIENCE

Coinbase | New York, US

May 2025 – August 2025

Sales, Trading and Prime | Sales Intern | Return Offer Obtained

- Pitched Coinbase Prime's financing solutions directly to a new institutional client, resulting in a \$6M USDC deployment into PrimePlus, a core financing product offering.
- Designed two risk-management models for the Financing team, one optimizing asset buffers based on market volatility, and another scoring recall risk using client behavior data, resulting in an approximately 10% improvement in capital efficiency.
- Collaborated with the Agency OTC Trading desk on trade ideas and market research, constructing analysis on meme-token launchpads, crypto treasury cycles, and implied volatility trends to support client meetings and trading strategies.

Maybank Securities | Singapore

March 2025 – May 2025

Retail Business Intern

- Analyzed 50+ million client transactions and brokerage records from the Titan digital app using Power BI, uncovering behavior patterns and investment trends, and delivered detailed reports to the department head, enhancing user experience.
- Performed demographic segmentation across investment size, company type, and sector preferences to surface client behavior insights, enabling tailored feature design and personalized app flows.
- Directed wealth and high-net-worth client research across Singapore, compiling strategic intelligence on asset concentration, age-income clusters, and investment behavior to guide service line positioning and engagement campaigns.

Lions Financial | St. Louis

June 2024 – August 2024

Risk Management Intern

- Conducted research and analysis on real estate industry and Asian market indices, producing detailed risk assessments and reports to help companies and VCs avoid investment risks and make informed decisions.
- Formulated comprehensive business plans, integrating financial projections, market opportunities, and competitive analysis to support strategic planning and mitigate risks.

Deloitte | Beijing

June 2023 – August 2023

Deputy Office Intern

- Engineered and optimized the Intelligent DOU project with the iBond team, utilizing AI, Big Data, and Deep Learning algorithms to forecast and preempt financial fraud, increasing detection efficiency by 22.5%.
- Constructed a SQL database of case studies on penalized companies using MySQL, improving AI-trained indices for more effective violation detection and alerting.
- Created indices to measure potential financial fraud risk, improving analytical capabilities and risk assessment processes across 50+ organizations.

Telegram TON Foundation & TownSquare Labs | Remote

July 2024 – December 2024

Investment, Growth, and Communications Strategy Intern

- Designed an advanced advertising traffic system for Telegram's Open Network Blockchain (TON), integrating Web3 and blockchain concepts to enhance ad distribution accuracy by 30%.
- Utilized Python to analyze on-chain data to enhance ad distribution modeling and targeting, and implemented smart contract functionality in Solidity to ensure secure and efficient transactions within the blockchain ecosystem.
- Managed TownSquare Labs, TON's official developer community of 500+ members, increasing engagement through project acceptance and public relations, resulting in a 40% increase in active participation and 25% growth in project submissions.

ACTIVITIES

Ancesterra | Founder

June 2025 – Present

- Design and develop a blockchain-based digital ancestry platform using Arweave to immutably archive text-based family tree records, with plans to extend into multimedia preservation.
- Implement a fully transparent, donation-driven funding model by publicly logging every contribution and conducting periodic, on-chain audits of all expenditures.
- Coordinate cross-platform social media campaigns to build community engagement, promote equal access to permanent data preservation, and drive project adoption.

SKILLS

- Technical Skills: Java, JavaScript, C++, R Studio, Python, HTML, SQL, Solidity, Tableau, LaTeX, Linux, Microsoft Word, Excel.