

Hanze Zou

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EDUCATION

- 08/2024-
Now **University of California, San Diego** *San Diego, United States*
Degree: Master's Degree of Business Analytics Major: Business Analytics GPA: 3.75/4.00
Core Modules: SQL and ETL, Web Mining and Recommender Systems, Business Analytics, Customer Analytics and A I, Scalable Analytics, Machine Learning: Learning Algorithms, Marketing Analytics, Fraud Analytics
Projects:
 - ETL Development with Snowflake and Python
 - Analysing Predictive Models for Yelp Rating (TF-IDF and Ridge Regression)
- 09/2017-
06/2021 **Nanjing Audit University** *Nanjing, China*
Degree: Bachelor's Degree of Management Major: Auditing (IAEP) GPA: 3.69/4.00
Academic Achievement: Outstanding Graduates on the Dean's List in 2021, Comprehensive Scholarships (Top 10% in 2018, Top 20% in 2019-2020), GMAT: 710.
Core Modules: Calculus II, Linear Algebra, Statistics, Managerial Accounting, Microeconomics, Macroeconomics, Finance, Econometrics, Investment Banking and Operation, Corporate Strategy and Risk Management (CPA), Audit and Assurance, Financial Management, Financial Statement Analysis

WORK EXPERIENCE

- 08/2021-
05/2024 **Ernst & Young Shanghai** *Senior Accountant*
 - Served as a core team member in auditing A-share listed and multinational companies, covering key financial items such as revenue, taxation, goodwill, and equity incentives.
 - Independently led and coordinated the year-end audit of 5+ multinational subsidiaries in industries including traditional manufacturing, advanced manufacturing, and automotive retail. Regularly interfaced with clients' finance, internal control, and management teams to gain an in-depth understanding of business models and financial logic, and maintain industry insight and professional judgment
 - Managed multiple audit timelines and resource allocations, led on-site planning, workpaper reviews and reporting.
 - Proficiently utilized Power BI to visualize sales data across customer, region, and time dimensions. Designed dashboards integrating revenue, receivables, and cash flows to facilitate intuitive audit and issue detection.

INTERNSHIP EXPERIENCE

- 12/2021-
05/2024 **Capchem (300037.SZ) | Annual Audit (2021–2023)**
 - Responsible for auditing key items across group and overseas subsidiaries, including equity incentives, goodwill, revenue, taxation, and CIP.
 - Acted as on-site leader for Capchem's largest subsidiary (HEXAFLUO) and related organic fluoride units, overseeing team delegation, field execution, review, issue resolution, and communication with top management.
 - Designed margin-based analytical procedures for energy storage and fluorine chemical product lines; decomposed costs by material and product (e.g., HFP, fluoropolymers), identifying anomalies in cost allocation.
 - Reviewed assumptions in profitability forecasts, including PTFE pricing, cost coverage ratios, capacity utilization curves, and sales growth projections.
- 10/2021-
02/2024 **PAIG (China) Automobile investment | Annual Audit (2021–2023)**
 - Led the audit of 6 luxury brand 4S dealership subsidiaries (Porsche, Audi, BMW), each with annual revenue exceeding 100 million RMB.
 - Conducted revenue analytics by vehicle model and compiled gross margin variance matrices; interviewed sales managers to validate sales drivers and forecast assumptions.
 - Assessed manufacturer rebate mechanisms by brand; designed and executed sample-based rebate accrual testing to ensure accuracy and completeness.
- 01/2022-
10/2023 **Juneway Electronics (301458.SZ) | IPO Audit (2021–2023)**
 - Conducted field visits to key customers and suppliers including BYD, Foxconn, and Gree to verify key contract terms (pricing, credit period, return policies) and assess execution alignment. Collected feedback from downstream clients to evaluate company's response strategies to market fluctuations.
 - Benchmarked domestic and overseas peer companies' margins and OPEX ratios, applying ratio and trend analysis to test financial reasonableness.
 - Audited key financial items including revenue, expenses, right-of-use assets and lease liabilities.

EXTRACURRICULAR ACTIVITIES

- 12/2019-
02/2020 **Pharmaceutical Demand Forecasting & Anomaly Detection | UCSD & Vertex** *Leader*
 - Built ZIP3-level demand forecasting and anomaly detection models for Vertex to optimize inventory control and a udit targeting in the 340B drug market.
 - Cleaned and merged 34,000+ records of dispensation and delivery; engineered lag features, rolling averages, and regional aggregations.
 - Trained XGBoost model with rolling-window cross-validation to predict low-variance zones with <10% error; De signed a anomaly detection framework using z-score and Isolation Forest to capture demand-stock mismatches.
 - Estimated business impact includes ~\$285K annual savings and enhanced detection of abnormal inventory flows.

SKILLS

- Computer: Proficient in Microsoft Office, Python, SQL, Microsoft Power BI; Familiar with MATLAB and R.
- Languages: Chinese [Mother tongue]; English [Fluent]
- Amateur football player, Marathon runner, Volunteer in 2019 FIBA Men's Basketball World Cup.
- Experienced at activity organization. Strong ability of multi-task handling, good communication skills, and leadership.