

Dong Yang

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EDUCATION

The Wharton School of the University of Pennsylvania

B.S. in Economics, Major in Accounting and Finance, Minor in Japanese

- **Cumulative GPA:** 3.98/4.00; **Honors:** Joseph Wharton Scholars Honors Program

Philadelphia, PA

Expected May 2028

PROFESSIONAL EXPERIENCE

Architect Partners

Investment Banking Term Analyst

Palo Alto, CA

Aug 2025 – Present

- Supported 6 live M&A mandates in digital assets payments infrastructure and treasury strategy; prepared 10+ teasers, 3 CIM sections, and 20+ buyer briefs while managing diligence trackers to streamline execution across transactions
- Built 3-statement models for a payments and ATM operator; analyzed 3 traffic funnels, 2 unit economic drivers, and 3 sensitivity scenarios to deliver committee materials clarifying upside potential, downside risks, and alternatives
- Produced 30+ signed insights reports on FinTech and crypto M&A; standardized 10+ datasets from filings, prepared executive-ready commentary; specialized in DAT analysis and earned 6 citations in Bloomberg (newest)

Selected Transaction Experience:

- **\$250M+ combined value acquisition of Coinme by Polygon Labs**
 - Supported the sell-side advisory of Coinme; enabling vertical integration across crypto payments infrastructure
 - Took primary ownership of deal communications; drafted and finalized the signed press release announcing Coinme acquisitions; translated firm strategy into end-to-end communications for Polygon Labs (signed press)
- **\$10M+ token valuation for blockchain foundation loan settlement**
 - Conducted token valuation for a blockchain foundation's term note loan settlement; analyzed tokenomics, on-chain liquidity, and vesting schedules to determine token-to-debt conversion pricing; facilitated full loan payoff

Dark Alpha Capital

Private Equity Summer Analyst

Washington, DC

Jun 2025 – Aug 2025

- Screened 25 CIMs and conducted due diligence on 2 deal-execution-stage targets in metal manufacturing and staffing; benchmarked margins, GTM strategy, and industry tailwinds to support execution-stage deal evaluation
- Built first-pass DCF, comps, and precedent models for 2 diligence-stage targets; contributed to 10 memos and sourced proprietary deal flow by screening management teams and building target lists for operating partners

Cyclop SpaceTech

Venture Capital Spring Analyst

Philadelphia, PA

Feb 2025 – Jul 2025

- Screened 65 startups in the space technology sector; authored investment memos on small satellites, launch platforms, and eVTOL, identifying commercialization tailwinds and early-stage opportunities across 4 sub-verticals
- Performed detailed financial and strategic due diligence on over 20 European early-stage space tech startups; assessed financial health, prototype readiness, and scalability to inform decision-making by collaborating investors

Venture Shares

Private Capital Markets Analyst

New York, NY

Nov 2024 – Jan 2025

- Built a proprietary, script-assisted database of 2,000+ Asia-based LPs; streamlined investor profiling and localized outreach strategy, converting 5 qualified prospects into clients through regional targeting and communication
- Supported 8 secondary transactions for early-stage companies; led comps- and DCF-based pricing analysis to support negotiations and valuation gaps by analyzing strategic fit and upside to align buyer-seller expectations

EXTRACURRICULAR EXPERIENCE

Wharton Asia Investments

Energy & Industrials Investment Analyst

Philadelphia, PA

Feb 2025 – Present

- Authored a 3,000+ word investment report on Heico; identified market mispricing by analyzing financial performance, competitive positioning, industry trends, to develop a differentiated long-term investment thesis

Wharton Undergraduate Statistics Society

Machine Learning Research Analyst

Philadelphia, PA

Sep 2024 – Present

- Conducted research under Wharton Statistics faculty using developed fine-tuned LLMs; authored 2 publishable papers on investor behavior and psychology for potential submission to academic journals in behavioral statistics

SKILLS & INTERESTS

Languages: Mandarin, Korean, English (Native), Japanese (Conversational)

Technical Skills: Python, C++, MySQL, Financial Databases, Microsoft Office (Excel, Word, PowerPoint)

Interests: Perfume Making, Arctic Expedition, High Mountains Climbing, Ping-Pong, Amateur Photography