

姓名：徐梓洲 微信号：jackzzxu 手机号：(+86) 13311291303
E-mail: xzz961014@126.com 领英个人主页: [linkedin.com/in/jackzzxu](https://www.linkedin.com/in/jackzzxu)

基本信息

教育程度：香港大学法学硕士 LLM (2022. 9–2023. 7)，**技术与知识产权法方向**；
美国加州大学圣克鲁兹分校 University of California Santa Cruz (2015–2020)，**应用数学专业**
(计算方向)，**本科**。

个人能力：英语能力接近母语使用者，可以熟练使用英语进行业务交流和日常工作。熟悉电脑软件，熟练掌握 MS Office 所有办公软件，有使用 PowerPoint/Excel 给公司做汇报的经验，会使用 Power BI 和 SQL 等工具进行数据整理，了解 Python 语言。对数据安全、隐私、跨境等领域条款（欧盟 GDPR，香港 PDPO 等）有一定了解，对美国专利法、美国版权法、中国电商法网络中立性等议题有所研究，希望从事知识产权相关领域工作。

证书与资格：深圳国际仲裁院 (SCIA)、华南 (香港) 国际仲裁院 (SCIAHK) “双城两院”双认证仲裁秘书资格。

工作经历

- 鼎合远传技术有限公司 (2021. 3–2022. 6)**，职位：技术支持工程师
 - **主要工作方向：**公司业务面向海外移动 POS 机市场，**个人主要负责对海外客户提供技术指导，全程提供英文支持**。负责的客户来自美国、日本、俄罗斯、沙特阿拉伯、荷兰、尼日利亚、南非、墨西哥等多个国家和地区，客户下单数量共计超过 10 万台。
 - **工作范围横跨软硬件及底层算法等多个领域**，包括且不限于 3DES、AES 算法加密，EMV 交易类型、流程及银行卡 AID 配置，对于交易返回密文 TLV 数据进行解密解析，Android SDK 集成和 TMS 大批量远程推送 APP 更新，设备固件编译升级等内容；对于多种主流磁卡交易的相关协议及上送数据处理流程有较为全面的了解。
 - **对产品测试有所了解**，多次参与大批量设备的测试方案设计、压力测试和 bug 复现等环节，对数据中的细节比较敏感，善于通过控制测试变量定位问题。**长期参与 NFC 相关测试**，包括以 Felica 为代表的本地支付系统，对于依据相应行业标准配置测试环境有严格的把控能力；在首次接触沙特阿拉伯客户对于本地银行卡 Mada Card 的定制需求中参与新内核的开发，协同底层开发组进行测试，最终为公司提供了该类特殊 PURE 内核的特化解决方案，客户顺利下单 1 万台设备。
 - **对海外市场规模及各地文化习惯较为了解**，在为不同地区的客户提供支持的过程中和客户均建立了良好关系，获得较高评价。在与荷兰客户 Ono Connect 和南非客户 Yoco 总计超过 2 年的长期合作过程中完善了对客户从售前到售后的全线支持，客户下单新设备超过 8 万台，同时进行了超 12 万台旧设备的密钥与固件升级，最终圆满完成升级内容，获得客户一致好评。
- 国际乒联 (2020. 10–2021. 2)**，职位：中文媒体专员
 - **主要工作方向：****管理运营国际乒联 ITTFWorld 所有中文社交媒体平台账号**（微博，公众号，抖音，今日头条，中文官网），负责日常所有面向公众内容的收集整理、撰写与发布，在职期间使微博账号粉丝数净增加约 24 万，发布内容超过 600 条，月均阅读转发次数超过 400 万次，并使全平台用户互动数量稳定增长；其中，微信公众号平台平均互动频率（转评赞数）同比增长超 30%，环比增长最高超过 180%，持续扩大品牌影响力。
 - 深度参与国际乒联 2020 年“重启”系列赛事（男子世界杯，女子世界杯，总决赛）及 WTT 澳门赛，**负责协同团队进行赛事筹划、场地安排、对外交流、媒体对接等内容**，为国际乒联集团 CEO 史蒂夫·丹顿及各国运动员提供英文翻译支持。

- 负责为中央电视台、腾讯体育、乒乓世界、中国体育等数十家体育媒体提供影音及文字内容支持，包括官方赛事信息、最新通告及选手照片等独家内容。

实习经历

1. 孖士打律师行 Mayer Brown (Hong Kong)，知识产权组暑期实习（2023.8），工作内容：
 - 在向客户推送的知识产权周报中负责定制网络安全和隐私保护专题内容，跟踪行业最新进展和潜在风险提醒。
 - 在香港某地产公司提出的侵权纠纷中，对盗用该公司旗下产业商标开展盗版网站活动的侵权方进行背景调查和信息收集，协助同事向香港警方发出侵权报告及禁令申请，留存相应证据。
 - 在德国某电子硬件公司和授权分销商中止合同后，监督履行相应商品和商标的收回，协助品牌方对仍在该电商平台分销的商品发出下架警告，对仍在不当使用该电子设备品牌的商标和旗下软件进行营销的行为进行记录，并提醒品牌方注意该不当使用行为。
 - 记录整理近期孖士打接手处理的多起盗用商标并伪造运营网站的行为，将伪造者加密后的身份和美国一家网站服务提供商和冰岛一家数据加密提供商进行关联，寻求通过司法取证途径获得伪造者真实身份。
2. 香港普瑞医疗 (Precision Robotics)，参与知识产权实习项目（2023.1），工作内容：
 - 参与公司自主研发的内窥镜和手术机器人系统的专利起草部分内容，根据美国临时专利申请 (Provisional Application) 要求和流程进行准备，学习相关专利的技术细节；
 - 通过参考其他公司（奥林巴斯, Karl Storz 等）的竞品进行市场调研，整理后续开发方向，并针对中国大陆医疗器械市场需求提出汇报建议，参考中国相关准入许可和要求进行合规检查，同时规避潜在侵权风险。
2. 北京联想研究院 (Lenovo)，线上服务与智能商务 Businesses Transformation & Information Technology (BTIT) 部门担任后端开发助理（2017.7-2017.9），工作内容：
 - 升级维护联想社区 App，参与更新线上商城，社区论坛，与产品反馈模块的更新工作
 - 在维护论坛的过程中对用户评价进行分类整理，辅助后端工程师提升产品的用户体验；在此过程中提出了 BBS 和照片墙模块的图标设计更新方案，整合后被采纳为上线方案
 - 翻译部门的工作总结发言稿为英文，并整理为 PPT 在季度报告会上辅助展示
 - 实习期间负责对部门内前来参加暑期实习的港澳学生团体进行组织与管理
3. 深圳腾讯技术工程事业群 (TEG)，安全平台部实习（2016.7-2016.9），工作内容：
 - 参与设计网页嵌入式图形验证码系统，并与 58 同城合作对其验证码系统易用度、识别度进行优化
 - 运用数据抓取，在用户实际操作中自动监测、反馈并抓取难识别的图形验证码，当报错过多时转用人工识别，确认为异常图片后进行替换或删除，更新图片样本库
 - 独立完成翻译美国斯坦福大学与谷歌对于验证码破译与反破译的联合研究论文，提出基于文字的验证码(text-based)有很快被自动破译机器人完全破解的风险，未来需要开发新型验证码以保证安全性。该文章在腾讯内网 刊登后连续两周蝉联日榜点击量 Top10，阅读量超过四千（两周内统计）

兴趣爱好

- 热爱互联网文化，关心国内外社会时事与热点，曾写过多篇时评、影评及游戏评测，能接纳不同观点，喜欢辩证性思考，注重视角的全面性。
- 其他爱好：电子游戏达人，大量涉猎经典与现代的文学和音乐作品，曾获得国产动漫“纳米核心”官方配音演员认证并参与官方宣发，擅长运动（持有网球国家二级裁判员资格，

曾任网球校队一号双打，15年滑雪经验（CASI 二级），喜欢公路骑行和高尔夫等）。

- 个人特点：有团队协作能力，具有强烈责任感，在团队项目中经常担任组织协调的角色；喜欢和不同的人交流，能和所有人打好关系；对新鲜事物永远保持好奇心；自我情绪管理，对待工作能保持职业态度。

个人宣言

在我看来，知识产权保护是一个高度实用且用途广泛的领域，需要从多种商业场景中获得实际的活动经验，并与多元背景相结合才能更好地应用。我认为实践知识产权保护的最佳方法，不仅要了解基于技术的“知识内容”，还要了解基于法律学习的“权利保护”，这也是我通过香港大学进行法律转型的初衷。我精通基于数学能力的理学基础，并在应用编程和安全技术方面获得了额外的经验，在进一步获得专业的法律经验后，我完全有信心在跨领域的研究和工作中有所建树，因为这既是我初心的延申，也是我作为实用主义者的兴趣所向。“跨界”对我来说从来都不是一个障碍，世界瞬息万变，而不断追求前沿知识一直是我最大的兴趣，通过对这些知识的合法运用和保护也可以让社会制度更加完善，进而使普罗大众受益。

Zizhou Xu e-mail: xzz961014@126.com

linkedin.com/in/jackzzxu

Moble phone: (+86)13311291303

WeChat: jackzzxu

Personal Highlights

- Keen to explore cutting-edge legal discussions and problems as professionals, as well as maintaining interests in technology, IT, and financial market that involves.
- Enjoy analyzing problem, good at critical thinking.
- Strong sense of responsibility and often takes on an organizational and coordinating role in team projects, interested in interacting with cross-cultural groups and cross-border scenarios.
- Comprehensive skill in computer techniques such as Python, Java, SQL, MS Office, etc.

Skills & Qualifications

Languages: Mandarin (Native), English (Fluent)

Qualifications: *Shenzhen Court of International Arbitration (“SCIA”)* and *South China International Arbitration Center (HK) (the “SCIAHK”)* “Dual Qualification” Secretary of the Arbitral Tribunal

Education

LLM (Technology & Intellectual Property Law), 2022.9-2023.7, *University of Hong Kong*

B.A. Mathematics (Computational), 2015.9-2020.3, *University of California, Santa Cruz*

Scholarship: Dean’s Award \$20,000 (First Honor Scholarship)

Working Experience

Technology Support Engineer, Dspread Technology (Beijing) Inc., 2021.3-2022.6

- Mainly in charge of providing technical support for Point of Sale (POS) devices to overseas customers, including companies from U.S., Japan, Russia, Saudi Arabia, Netherlands, Nigeria, South Africa, Mexico, etc. The scope of my work spans many fields including software, hardware, underlying kernels and algorithms, and transaction data analysis.
- Software and hardware: provided support for Android SDK integration, firmware production and promotion, pushing remote device application updates through TMS platform.
 - Took a leading role in supporting client in Netherlands to update device TMKs and IPEKs for over 100,000 devices. Used 3DES encryption and PGP transfer for keys exchange, produced over 360,000 keys and verified data security for key injection.
- Kernels and algorithms: built comprehensive understanding for multiple mainstream card types (Mag-stripe Card, IC Card, NFC) and their corresponding kernels. Supported customer from Saudi Arabia to build customized demand for their local Card, helped to test on specialized kernel.
- Decrypted and analyzed amount of transaction TLV data (using 3DES and AES encrypt/decrypt), understood EMV process of sending and receiving data for online/offline transactions; analyzed EMV config for various card AIDs and figuring out problems based on diverse kernel protocols, compliance checks with EFTLab and EMVCo regulations.

Chinese Media Specialist, International Table Tennis Federation, 2020.10-2021.2

- Managed all ITTF China social media accounts on multiple platforms (Weibo, Wechat, Tik Tok, Toutiao, Chinese Official Website), mainly in charge of collecting, editing and publishing all daily contents to the public. Published over 600 official contents, the number of followers had a net increase over 240k, plus a steady increasing in interaction data on all platforms.
- Participated in 2020 #RESTART series, including ITTF Men/Women World Cup, ITTF Grand Final, and WTT Macao. Mainly put effort in Venue Coordination, Competition planning, English support for Chinese media, and translation support for athletes in both English and Chinese.

- Supported ITTF CEO Steven Dainton for public statement translation during #RESTART series.
- Presented ITTF official athlete image, article and press release support to over 15 media and periodical offices such as CCTV, Tencent Sports, Table Tennis World, and China Sports.

Intern Experience

Intellectual Property Summer Intern, Mayer Brown (Hong Kong), Aug 2023

- Customized the content of cyber security and privacy protection related topics in the weekly IP newsletter pushed to clients, tracked the latest trends in the industry and alerting potential risks.
- In an infringement dispute filed by a Hong Kong real estate company, conducted background investigation and information collection on the infringing party who used the trademark of the company's property to carry out pirated website activities, and assisted colleagues in sending infringement reports and injunction applications to the Hong Kong police, and retaining the corresponding evidence.
- Supervised the fulfillment of repossession of corresponding goods and trademarks after the suspension of contract between an electronic hardware company and its authorized distributor in Germany, assisted the brand to issue a warning to take down the goods still being distributed on the e-commerce platform, documented the improper use of the trademarks of the brand of the electronic equipment and its software for marketing purposes, and alerted the brand to the improper use.
- Recorded and organized a number of trademark thefts and forged operational websites handled by Mayer Brown, and linked the forger's encrypted identity to a website service provider in the United States and a data encryption provider in Iceland, seeking to obtain the forger's true identity through judicial forensics.

Intellectual Property Intern, Precision Robotics (Hong Kong) Ltd., Jan 2023

- Participated in the patent drafting process of the company's self-developed endoscopic and surgical robotics system, prepared U.S. Provisional Application process according to corresponding requirements, and learned the technical details of the relevant prior arts;
- Conducted market research by referring to competing products from other companies (Olympus, Karl Storz, etc.), indicated subsequent development directions, made reporting recommendations for the medical device market demand in mainland China, and conducted compliance checks with reference to relevant access licenses and requirements in China, while avoiding potential infringement risks.

Back-end Assistant Developer, Business Transformation & Information Technology (BTIT), Online and eCommerce Platform Department, Lenovo, Beijing, China, Jul 2017 - Sep 2017

- Worked in group on updating and maintaining Lenovo Community App, provided multiple functions (e.g. online shopping, app terminal, forum/BBS, product feedback, etc.).
- Worked in grabbing user feedbacks and collecting data during maintaining forums, helped our group to update and design for better user experience.
- Participated in Lenovo BBS and Photo Wall forum icon design.

Internet Security Group Member, TEG, Tencent, Shenzhen, China, Summer Jul 2016 - Sep 2016

- Applied Python applications on web security analysis, helped designing a picture-library-based captcha security system that pop-up during logging-in process.
- Translated and uploaded an article of *Machine Learning Application in Encrypting and Decrypting Text-based Captcha* on Tencent Intranet. The article hits Daily Top 10 List with over 4,000 views count in two weeks, indicated a future that all text-based captchas will be defeated by

fake-net hacks, new captcha kinds need to be invented.

Personal Introduction

Interests: Good at sports, especially in snowboarding and tennis (HKU tennis club manager & assistant coach). Wide interests in music and literature, voice acting (anime and movie dubbing).

Personal advantages: critical thinking, strong sense of responsibility and often takes on an organizational and coordinating role in team projects, interests to interact with different people and can relate well to all; self-emotional management and ability to maintain professional attitude to work.

More about me: In my opinion, IP protection is a highly pragmatic field that requires practical commercial activity experience from multiple application scenarios, and combines with multi-backgrounds as well. The best way to practice IP protection needs to not only understand the “IP content” based on science and technology education, but also comprehend the way of “protection” through law education, and it then became my ultimate target and caused my intent to study at HKU Law. Being well-versed in the basics of mathematical abilities and having gained extra experience in application of programming and security technologies, I have every confidence in myself to consistently separate technical discussions from the underlying juristic principles for a clear idea of the analysis and processing, combining with a further career development in law will dramatically increase my legal experience so that I could take one step forward to my final goal of building a better future of practicing tech advantages in the legal world. Crossing boundaries has never been an obstacle for me, and the constant pursuit for cutting-edge knowledge in such a rapidly changing world has always been my greatest interest.