

CONTACT	hansheng_jiang@berkeley.edu <a href="https://hanshengjiang.github.io">https://hanshengjiang.github.io</a>	
EDUCATION	<b>University of California, Berkeley</b> Ph.D. in Industrial Engineering & Operations Research Aug 2017 – Present <i>Minors</i> in Statistics and Electrical Engineering Advisors: Zuo-Jun Max Shen and Aditya Guntuboyina (Department of Statistics)  <b>University of Science and Technology of China</b> B.S. in Mathematics Aug 2013 – May 2017	
RESEARCH INTERESTS	Interface of operations management and statistics, decision-making methodologies, data-driven analytics, and real-world problems in online retailing, revenue management, supply chain management, sharing economy, etc.	
PAPERS	<ol style="list-style-type: none"><li>1. Intertemporal Pricing via Nonparametric Estimation: Integrating Reference Effects and Consumer Heterogeneity. Hansheng Jiang, Junyu Cao, Zuo-Jun Max Shen. Accepted in <i>Manufacturing &amp; Service Operations Management</i>.  ✧ <b>Finalist</b>, MSOM Data-Driven Research Challenge 2020 (top 4 of all submissions)</li><li>2. A Nonparametric Maximum Likelihood Approach to Mixture of Regression. Hansheng Jiang, Adityanand Guntuboyina. <i>R&amp;R</i> in <i>Journal of the American Statistical Association</i>.  ✧ <b>Winner</b>, IISA Best Student Paper Competition 2020</li><li>3. Multi-product Dynamic Pricing with Reference Effect under Logit Demand. Mengzi Amy Guo, Hansheng Jiang, Zuo-Jun Max Shen. Under review.</li><li>4. Learning While Repositioning in On-demand Vehicle Sharing Systems. With Shunan Jiang, Zuo-Jun Max Shen. <i>Working paper</i>.</li></ol>	
TEACHING EXPERIENCE	<b>Production &amp; Operations Management</b> (UGBA 141) Spring 2022 Haas School of Business, UC Berkeley <i>Graduate Student Instructor</i>  <b>Marketing</b> (UGBA 106) Fall 2020 Haas School of Business, UC Berkeley <i>Grader</i>  <b>Introduction to Stochastic Processes</b> (IEOR 173) Spring 2020 Department of Industrial Engineering & Operations Research, UC Berkeley <i>Graduate Student Instructor</i>	

**Mathematical Programming** (IEOR 262A) Fall 2019  
Department of Industrial Engineering & Operations Research, UC Berkeley  
*Graduate Student Instructor*

**Applied Stochastic Processes** (IEOR 263A) Fall 2018  
Department of Industrial Engineering & Operations Research, UC Berkeley  
*Grader*

**Mathematical Analysis** Spring 2016  
School of Mathematical Sciences, USTC  
*Undergraduate Student Instructor*

INDUSTRY  
EXPERIENCE

**Amazon**  
Supply Chain Optimization Technologies, New York City, NY  
*Research Scientist II Intern* May 2021 – Aug 2021

- I built statistical models and conducted data analysis to analyze the impacts of delivery speed on demand. I provided counterfactual prediction that supported the inventory planning and control team in selecting the most desired products into the faster delivery program.
- I coauthored a technical report, and the report was accepted for poster presentation at the causal inference workshop of Amazon's annual machine learning conference.

*Research Scientist I Intern* May 2020 – Aug 2020

- I worked as part of the demand forecasting team to provide reliable demand prediction to guide downstream decision-making amid the challenges of oscillating demand and unstable supply during COVID-19.
- I developed a demand forecasting methodology with features of fine granularity in time and space. My prototyped model was continued by the team for production in the whole US marketplace after my internship.

**Alibaba Group**  
Data Science Decision Support, Sunnyvale, CA  
*Student Research Intern* May 2019 – Aug 2019

- I worked in the decision support team of Alibaba Cloud, a cloud computing company and a subsidiary of Alibaba Group. I studied and proposed time series forecasting methods for cloud computing demand.

OTHER  
EXPERIENCE

**University of California, Los Angeles**  
Department of Statistics  
*Research Assistant* June 2016 – Sept 2016  
Mentors: Prof. Ying Nian Wu and Dr. Jianwen Xie

- I studied statistics and machine learning tools for signal modeling and image synthesis. I was fully supported by a UCLA-CSST scholarship and a USTC scholarship for study abroad.

PRESENTATIONS	Intertemporal Pricing via Nonparametric Estimation: Integrating Reference Effects and Consumer Heterogeneity	
	INFORMS Annual Meeting, Anaheim, CA	Oct 2021
	INFORMS Revenue Management & Pricing Conference	June 2021
	MSOM Data-Driven Challenge Finalist Presentation	Nov 2020
	INFORMS Annual Meeting, Online	Oct 2020
	INFORMS Annual Meeting, Seattle, WA	Nov 2019
	A Nonparametric Maximum Likelihood Approach to Mixture of Regression	
	IISA Student Paper Competition Presentation Virtual	July 2020
	Amazon SCOT Visiting BAIR Workshop, Berkeley, CA	Jan 2020
	Learning While Repositioning in On-demand Vehicle Sharing Systems	
HONORS & AWARDS	CMU YinzOR Workshop Flash Talk	Aug 2022
	INFORMS Revenue Management & Pricing Conference	June 2022
	Graduate Division Conference Travel Grant, UC Berkeley	2021
	Finalist, MSOM Data-Driven Research Challenge	2020
	Winner, IISA Student Paper Competition	2020
	Berkeley Fellowship	2017 – 2022
	Outstanding Graduate Award, Anhui Province	2017
	UCLA-CSST Fellowship	2016
	Hua Luogeng Mathematics Scholarship	2015
	National Scholarship (top 2% of the department)	2015 & 2016
SERVICES & ACTIVITIES	Gold Medal, International Genetically Engineered Machine (iGEM)	2015
	First Prize, National College Student Mathematics Contest	2014
	First Prize, China Mathematical Olympiad, Hubei Province	2012
	Silver Medal, China Girls' Mathematical Olympiad	2011 & 2012
	Reviewer for <i>Annals of Statistics</i>	
	Session chair, INFORMS Annual Meeting 2022	
	◦ General session: Learning and Optimization in Pricing	
	Departmental service	
	◦ Volunteer, IEOR new student orientation	2019, 2021 & 2022
	◦ Panelist, IEOR information session for prospective students	2021
MENTORSHIP	◦ Signatory committee member, IEOR graduate student organization	2020
	Co-mentor (with Zuo-Jun Max Shen) for Vishrut Rana (B.S. '22 IEOR) exploring the literature on car-sharing services and revenue management	2020 – 2021
COMPUTER SKILLS	Python, R, MATLAB, AMPL, Gurobi, SQL	
	Rich experience dealing with real data from industry	
PERSONAL INFORMATION	Extracurricular activities: cat-sitting, cooking, hiking, tennis, traveling	
	Pronouns: she/her/hers	