

# Hansheng Jiang

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CONTACT INFORMATION	<p>hansheng_jiang@berkeley.edu (+1) 510-833-8004</p> <p><a href="https://hanshengjiang.github.io">https://hanshengjiang.github.io</a></p>
EDUCATION	<p><b>University of California, Berkeley</b> Ph.D. in Industrial Engineering &amp; Operations Research Aug 2017 – Present <i>Minors</i> in Statistics and Electrical Engineering Advisors: Zuo-Jun Max Shen and Aditya Guntuboyina (Department of Statistics)</p> <p><b>University of Science and Technology of China</b> B.S. in Mathematics Aug 2013 – May 2017</p>
RESEARCH INTERESTS	<p>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.</p>
PAPERS	<ol style="list-style-type: none"><li>Hansheng Jiang, Junyu Cao, Zuo-Jun Max Shen. <b>Intertemporal Pricing via Nonparametric Estimation: Integrating Reference Effects and Consumer Heterogeneity.</b> Forthcoming at <i>Manufacturing &amp; Service Operations Management</i>. <a href="#">[Link]</a>  Finalist, MSOM Data-Driven Research Challenge 2020 (top 4 of submissions)</li><li>Hansheng Jiang, Adityanand Guntuboyina. <b>A Nonparametric Maximum Likelihood Approach to Mixture of Regression.</b> R&amp;R at <i>Journal of the American Statistical Association</i>. <a href="#">[Link]</a>  Winner, Best Student Paper Award in Theory &amp; Methods section by International Indian Statistical Association (IISA) 2020</li><li>Mengzi Amy Guo, Hansheng Jiang, Zuo-Jun Max Shen. <b>Multi-Product Dynamic Pricing with Reference Effects Under Logit Demand.</b> Submitted to <i>Operations Research</i>. <a href="#">[Link]</a></li><li>Hansheng Jiang*, Shunan Jiang*, Zuo-Jun Max Shen. <b>Learning While Repositioning in On-demand Vehicle Sharing Systems.</b> In preparation for submission to <i>Management Science</i>. <a href="#">[Link]</a>  Winner, CMU YinzOR Workshop Flash Talk Competition 2022 (top 3)</li><li>Lin Zhao*, Hansheng Jiang*, Mengshi Lu, Zuo-Jun Max Shen, Kemal Guler. <b>Supply Chain Forecast Sharing under Asymmetric Forecast Preferences.</b> Under revision at <i>Production and Operations Management</i>. <a href="#">[Link]</a></li></ol> <p>(* indicates equal contribution)</p>
TEACHING EXPERIENCE	<p><b>Production and Operations Management</b> (UGBA 141) Haas School of Business, UC Berkeley <i>Graduate Student Instructor</i> Spring 2022</p>

**Marketing** (UGBA 106)

Haas School of Business, UC Berkeley

*Grader*

Fall 2020

**Introduction to Stochastic Processes** (IEOR 173)

Department of Industrial Engineering &amp; Operations Research, UC Berkeley

*Graduate Student Instructor*

Spring 2020

**Mathematical Programming** (IEOR 262A)

Department of Industrial Engineering &amp; Operations Research, UC Berkeley

*Graduate Student Instructor*

Fall 2019

**Applied Stochastic Processes** (IEOR 263A)

Department of Industrial Engineering &amp; Operations Research, UC Berkeley

*Grader*

Fall 2018

**Mathematical Analysis**

School of Mathematical Sciences, USTC

*Undergraduate Student Instructor*

Spring 2016

INDUSTRY  
EXPERIENCE**Amazon**

Supply Chain Optimization Technologies (SCOT) team, 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 to 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 team of Alibaba Cloud, Sunnyvale, CA

*Student Research Intern*

May 2019 – Aug 2019

- 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

SERVICES & ACTIVITIES	Session chair of “Learning and Optimization in Pricing” at INFORMS 2022	
	Departmental service	
	◦ Volunteer, IEOR new student orientation	2019, 2021 & 2022
	◦ Panelist, IEOR information session for prospective students	2021
	◦ Signatory committee member, IEOR graduate student organization	2020
	Reviewer for <i>Annals of Statistics</i>	
MENTORSHIP	Co-mentor with Zuo-Jun Max Shen for Vishrut Rana (B.S. '22 IEOR) exploring the literature on transportation and revenue management Oct 2020 – May 2021	
HONORS & AWARDS	CMU YinzOR Workshop Flash Talk Competition	2022
	Graduate Division Conference Travel Grant, UC Berkeley	2021 & 2022
	Finalist, MSOM Data-Driven Research Challenge	2020
	Winner, IISA Best Student Paper Award in Theory & Methods	2020
	Berkeley Fellowship	2017 – 2022
	Outstanding Graduate Award (provincial)	2017
	UCLA-CSST Fellowship	2016
	National Scholarship (top 2% of the department)	2015 & 2016
	Silver Medal, China Girls Mathematical Olympiad	2011 & 2012
TALKS	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 Award Presentation	July 2020
	Amazon SCOT Visiting BAIR Workshop, Berkeley, CA	Jan 2020
	Learning While Repositioning in On-demand Vehicle Sharing Systems	
	CMU YinzOR Workshop Flash Talk	Aug 2022
	INFORMS Revenue Management & Pricing Conference	June 2022
OTHER	Computing skills: Python, R, MATLAB, Gurobi, AMPL, SQL, experience with large scale real data processing and analyzing	
	Hobbies: cooking, hiking, tennis, traveling	