# Hansheng Jiang


CONTACT

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EDUCATION

**University of California, Berkeley**
Ph.D. in Industrial Engineering & Operations Research Aug 2017 – Present
*Minors* in Statistics and Electrical Engineering
Advisors: Zuo-Jun Max Shen and Aditya Guntuboyina (Department of Statistics)

**University of Science and Technology of China**
B.S. in Mathematics Aug 2013 – May 2017

RESEARCH INTERESTS

Sequential and data-driven decision-making, behavioral operations, nonparametric statistics, applications in retailing, supply chains, sharing economy.

PAPERS

1. Hansheng Jiang, Junyu Cao, Zuo-Jun Max Shen. **Intertemporal Pricing via Nonparametric Estimation: Integrating Reference Effects and Consumer Heterogeneity.** *Manufacturing & Service Operations Management (Articles in Advance) 2022.* [Link]

   Finalist, MSOM Data-Driven Research Challenge 2020

2. Hansheng Jiang, Adityanand Guntuboyina. **A Nonparametric Maximum Likelihood Approach to Mixture of Regression.** Under revision for resubmission to *Journal of the American Statistical Association.* [Link]

   Winner, Best Student Paper Award in Theory & Methods by International Indian Statistical Association (IISA) 2020

3. Mengzi Amy Guo, Hansheng Jiang, Zuo-Jun Max Shen. **Multi-Product Dynamic Pricing with Reference Effects Under Logit Demand.** Under review at *Operations Research.* [Link]

4. Hansheng Jiang*, Shunan Jiang*, Zuo-Jun Max Shen. **Learning While Repositioning in On-Demand Vehicle Sharing Systems.** In preparation for submission to *Management Science.* [Link]

   Winner, YinzOR Student Conference Flash Talk Competition 2022

5. Lin Zhao*, Hansheng Jiang*, Mengshi Lu, Zuo-Jun Max Shen, Kemal Guler. **Supply Chain Forecast Sharing Under Asymmetric Forecast Preferences.** Under revision at *Production and Operations Management.* [Link]

6. Hansheng Jiang, Zuo-Jun Max Shen, Junyu Liu. **Quantum Computing Methods for Supply Chain Management.** Preliminary version submitted to *ACM/IEEE Workshop on Quantum Computing.* [Link]

* indicates equal contribution.

## Teaching Experience

*Instructor*

STAT 153 (Elective): Introduction to Time Series — Spring 2023 (Planned)

*Graduate Student Instructor*

UGBA 141 (Elective): Production & Operations Management — Spring 2022
IEOR 173 (Core): Introduction to Stochastic Processes — Spring 2020
IEOR 262A (PhD Core): Mathematical Programming — Fall 2019

*Grader*

UGBA 106 (Core): Marketing — Fall 2020
IEOR 263A (PhD Core): Applied Stochastic Processes — Fall 2018

*Undergraduate Student Instructor*

MATH 100201 (Core): Multivariate Real Analysis — 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 predictions that helped the inventory planning and control team select the most desired products for the faster delivery program.
- I coauthored a technical report, and the report was accepted to the causal inference workshop in Amazon's internal 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 predictions to guide downstream decision-making amid the challenges of oscillating demand and unstable supply during COVID-19.
- I developed a demand forecasting methodology with 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.

## Selected Honors & Awards

Winner, YinzOR Student Conference 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 in China (top 2% of the department) — 2015 & 2016
First Prize, National College Student Mathematics Contest — 2014
First Prize, China Mathematical Olympiad (provincial) — 2012
Silver Medal, China Girls Mathematical Olympiad — 2011 & 2012

## 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

## 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

- YinzOR Student Conference, Pittsburgh, PA — Aug 2022
- INFORMS Revenue Management & Pricing Conference — June 2022

## 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 *Annals of Statistics*

## Technical Skills

Python, R, SQL, LaTeX, HTML, Gurobi, AMPL, experience with large-scale real-data processing and analyzing

## References

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