

# Hansheng Jiang

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CONTACT INFORMATION      hansheng\_jiang@berkeley.edu      <https://hanshengjiang.github.io>  
(+1) 510-833-8004

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      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
1. Hansheng Jiang, Junyu Cao, Zuo-Jun Max Shen. **Intertemporal Pricing via Nonparametric Estimation: Integrating Reference Effects and Consumer Heterogeneity.** Forthcoming at *Manufacturing & Service Operations Management*. [\[Link\]](#)  
 Finalist, MSOM Data-Driven Research Challenge 2020
  2. Hansheng Jiang, Adityanand Guntuboyina. **A Nonparametric Maximum Likelihood Approach to Mixture of Regression.** R&R at *Journal of the American Statistical Association*. [\[Link\]](#)  
 Winner, Best Student Paper Award in Theory & Methods section 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.** Submitted to *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, CMU YinzOR Workshop 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*. [\[Link\]](#)
- (\* indicates equal contribution)

TEACHING EXPERIENCE      **Production and Operations Management** (UGBA 141)  
Haas School of Business, UC Berkeley  
*Graduate Student Instructor*      Spring 2022

**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
	First Prize, National College Student Mathematics Contest	2014
	First Prize, China Mathematical Olympiad (provincial)	2012
	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	