

# Hansheng Jiang




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+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      Sequential and data-driven decision-making; data analytics; revenue management and dynamic pricing; supply chain management; operations in sharing economy; nonparametric statistics.

- 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 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.** 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)

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| TEACHING<br>EXPERIENCE | <b>Production and Operations Management</b> (UGBA 141)<br>Haas School of Business, UC Berkeley<br><i>Graduate Student Instructor</i> <span style="float: right;">Spring 2022</span>   |
|                        | <b>Marketing</b> (UGBA 106)<br>Haas School of Business, UC Berkeley<br><i>Grader</i> <span style="float: right;">Fall 2020</span>   |
|                        | <b>Introduction to Stochastic Processes</b> (IEOR 173)<br>Department of Industrial Engineering & Operations Research, UC Berkeley<br><i>Graduate Student Instructor</i> <span style="float: right;">Spring 2020</span>  |
|                        | <b>Mathematical Programming</b> (IEOR 262A)<br>Department of Industrial Engineering & Operations Research, UC Berkeley<br><i>Graduate Student Instructor</i> <span style="float: right;">Fall 2019</span>   |
|                        | <b>Applied Stochastic Processes</b> (IEOR 263A)<br>Department of Industrial Engineering & Operations Research, UC Berkeley<br><i>Grader</i> <span style="float: right;">Fall 2018</span>  |
|                        | <b>Multivariate Real Analysis</b><br>School of Mathematical Sciences, USTC<br><i>Undergraduate Student Instructor</i> <span style="float: right;">Spring 2016</span>  |
| INDUSTRY<br>EXPERIENCE | <b>Amazon</b><br>Supply Chain Optimization Technologies (SCOT) team, New York City, NY<br><i>Research Scientist II Intern</i> <span style="float: right;">May 2021 – Aug 2021</span> <ul style="list-style-type: none"> <li>◦ 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.</li> <li>◦ I coauthored a technical report, and the report was accepted to the causal inference workshop of Amazon’s annual machine learning conference.</li> </ul> |
|                        | <i>Research Scientist I Intern</i> <span style="float: right;">May 2020 – Aug 2020</span> <ul style="list-style-type: none"> <li>◦ 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.</li> <li>◦ 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.</li> </ul>   |
|                        | <b>Alibaba Group</b><br>Data Science Decision Support team of Alibaba Cloud, Sunnyvale, CA<br><i>Student Research Intern</i> <span style="float: right;">May 2019 – Aug 2019</span> <ul style="list-style-type: none"> <li>◦ I studied and proposed time series forecasting methods for cloud computing demand.</li> </ul>  |
| OTHER<br>EXPERIENCE    | <b>University of California, Los Angeles</b><br>Department of Statistics<br><i>Research Assistant</i> <span style="float: right;">June 2016 – Sept 2016</span><br>Mentors: Prof. Ying Nian Wu and Dr. Jianwen Xie   |

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| SERVICES &<br>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>   |                   |
| SELECTED<br>HONORS &<br>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 (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  |                   |
|                                | YinzOR Student Conference, Pittsburgh, PA  | 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  |                   |

*Last updated: September 2022*