

# Hansheng Jiang

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## CONTACT INFO

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## EMPLOYMENT

University of Toronto  
Rotman School of Management  
Assistant Professor of Operations Management and Statistics 2023–present

## EDUCATION

University of California, Berkeley  
Ph.D. in Industrial Engineering and Operations Research 2023  
    ◊ *Minors* in Statistics and Electrical Engineering  
M.S. in Industrial Engineering and Operations Research 2018  
  
University of Science and Technology of China  
B.S. in Mathematics 2017

Note:  $\alpha$ - $\beta$  denotes alphabetical order. Underlined are student collaborators.

## JOURNAL PAPERS

- [J1] Hansheng Jiang, Junyu Cao, Zuo-Jun Max Shen. **Intertemporal Pricing via Non-parametric Estimation: Integrating Reference Effects and Consumer Heterogeneity.** *Manufacturing & Service Operations Management* 26.1 (2024): 28-46.  
    ◊ Finalist, MSOM Data-Driven Research Challenge 2020  
    ◊ Media coverage
- [J2] Hansheng Jiang, Adityanand Guntuboyina. **A Nonparametric Maximum Likelihood Approach to Mixture of Regression.**  
Under revision for resubmission to *Journal of the American Statistical Association*.  
    ◊ Winner, Best Student Paper Award in Theory & Methods by the International Indian Statistical Association (IISA) 2020
- [J3] Hansheng Jiang, Shunan Jiang, Zuo-Jun Max Shen, Chunlin Sun ( $\alpha$ - $\beta$ ). **Learning While Repositioning in On-Demand Vehicle Sharing Systems.**  
Submitted to *Management Science*.  
    ◊ Winner, YinzOR Student Conference Flash Talk Competition 2022
- [J4] Mengzi Amy Guo, Hansheng Jiang, Zuo-Jun Max Shen. **Multi-Product Dynamic Pricing with Reference Effects Under Logit Demand.**  
Under review.
- [J5] Lin Zhao, Hansheng Jiang, Mengshi Lu, Zuo-Jun Max Shen, Kemal Güler. **Supply Chain Forecast Sharing Under Asymmetric Forecast Preferences.**  
Under major revision at *Production and Operations Management*.

- [J6] Junyu Liu, Hansheng Jiang, Zuo-Jun Max Shen. **Potential Energy Advantage of Quantum Economy.**  
◊ Media coverage

## CONFERENCE PAPERS

- [C1] Zeqi Ye, Hansheng Jiang. **Smoothness-Adaptive Dynamic Pricing with Nonparametric Demand Learning.**  
Accepted to *27th International Conference on Artificial Intelligence and Statistics (AISTATS) 2024*.  
Acceptance rate: 27.58%
- [C2] Hansheng Jiang, Zuo-Jun Max Shen, Junyu Liu. **Quantum Computing Methods for Supply Chain Management.**  
*Proceedings of 2022 IEEE/ACM 7th Symposium on Edge Computing (SEC) (pp. 400-405). IEEE.*

## OTHER WORKS

- [O1] Fišar, Miloš, Ben Greiner, Christoph Huber, Elena Katok, Ali Ozkes, and the Management Science Reproducibility Collaboration. **Reproducibility in Management Science.**  
*Management Science.*  
Note: As a member of the Management Science Reproducibility Collaboration
- [O2] Hansheng Jiang, Ruijun Ma, Nganba Meetei. **Counterfactual Forecast of Demand Lifts: A Double Machine Learning Approach.**  
*Amazon Machine Learning Conference 2021 Causal Inference Workshop.*

## GRANTS

- |   |           |
|---|-----------|
| NSERC Discovery Grant   | 2024–2029 |
| ◊ Role: PI  |           |
| ◊ Title: Digital Platform Transformation: Bridging Behavioural Insights with Data-Driven Operations |           |
| CANSSI Ontario Multidisciplinary Doctoral (Mdoc) Training Program                                   | 2024–2029 |
| ◊ Role: Co-PI (PI: Qiang Sun)   |           |
| ◊ Funds to support one PhD student (Mdoc trainee) for their five-year study                         |           |
| Dobson Business & Climate Project Research Travel Grant   | 2023      |

## STUDENT SUPERVISION

- Kasra Khoshjoo (PhD student in Statistics & Mdoc trainee)  
Starting in Fall 2024
- Zeqi Ye (B.S. '2024, Nankai University)  
Co-author of paper [C1]  
Next position: Ph.D. student at Northwestern IEMS

## TEACHING

University of Toronto  
Rotman School of Management  
*Instructor*

RSM270 Operations Management (undergraduate core course)  
Winter 2024, Fall 2024 (scheduled)

*Instructor & Course Developer*

RSM3090 Nonparametric Models and Methods for Data-Driven Decision-Making  
(PhD course)  
Fall 2024 (scheduled)

## PROFESSIONAL EXPERIENCE

Amazon

Supply Chain Optimization Technologies (SCOT) Team, New York, NY

*Research Scientist II Intern*

Summer 2021

Built statistical models and conducted large-scale data analysis to analyze the impacts of delivery speed on demand

*Research Scientist I Intern*

Summer 2020

Developed a demand forecasting pipeline with fine granularity in time and space

Alibaba

Data Science Decision Support Team of Alibaba Cloud, Sunnyvale, CA

*Student Research Intern*

Summer 2019

Designed time series forecasting methods for cloud computing demand

University of California, Los Angeles

Department of Statistics

*Research Assistant*

Summer 2016

Studied generative statistical models for high-dimensional data

## HONORS & AWARDS

Second Place, Doctoral Dissertation Award Competition, Conference on SCM in the Post-Pandemic and AI Age 2023

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

Prestigious multi-year fellowship for incoming PhD students selected campuswide

Cross-disciplinary Scholars in Science and Technology program, UCLA 2016

Hua Luogeng Mathematics Scholarship 2015

National Scholarship in China 2015 & 2016

Top 2 % in the School of Mathematical Sciences

Gold Medal, International Genetically Engineered Machine competition (iGEM) 2015

First Prize, China Mathematical Olympiad (Hubei Province) 2012

Silver Medal, China Girls Mathematical Olympiad 2011 & 2012

International competition for female students from all over China and invited nations

## ACADEMIC SERVICE

### Journal Refereeing

*Annals of Statistics*  
*INFORMS Journal on Computing*  
*Management Science*  
*Manufacturing & Service Operations Management*  
*Transportation Science*

### Conference Refereeing

MSOM Supply Chain Management SIG 2023, 2024  
MSOM Technology, Innovation, and Entrepreneurship SIG 2024  
Fairness, Accountability, and Transparency (FAccT) 2023

### Award Competition Committee

Coach, Franz Edelman Award 2024 Finalist — McDonald's China  
Observer, Franz Edelman Award Competition Committee 2023–2024  
Judge, Best Paper Award Competition by Chinese Scholars Association for Management Science and Engineering (CSAMSE) 2023

### Session Chair

INFORMS Annual Meeting 2022, 2023

### Mentorship

Mentor, INFORMS Mentor Match Program

## INTERNAL SERVICE

### Admission

Reviewer & Interviewer, OMS PhD Admission 2024  
Interviewer, Master of Management Analytics (MMA) Admission 2023

### Rotman Commerce Events

SCMG × Kinaxis Keynote Event 2024  
Professor Coffee Chat 2023

## PRESENTATIONS

“Learning While Repositioning in On-Demand Vehicle Sharing Systems”	
POMS-HK	01/2024
School of Management, University of Science and Technology of China	12/2023
INFORMS Annual Meeting, Phoenix	10/2023
Data-Driven Urban Tech Workshop Poster Session, Cornell Tech	05/2023
YinzOR Conference, Carnegie Mellon University	08/2022
Revenue Management & Pricing Conference	06/2022
“Intertemporal Pricing in the Presence of Consumer Behaviors via Nonparametric Estimation”	
YinzOR Conference Keynote Talk, Carnegie Mellon University	08/2023

INFORMS Annual Meeting, Indianapolis	10/2022
INFORMS Annual Meeting, Anaheim	10/2021
Revenue Management & Pricing Conference	06/2021
MSOM Data-Driven Challenge Finalist Presentation	11/2020
INFORMS Annual Meeting, Online	10/2020
INFORMS Annual Meeting, Seattle	11/2019
“A Nonparametric Maximum Likelihood Approach to Mixture of Regression”	
IISA Student Paper Award Presentation	07/2020
Amazon SCOT Visiting BAIR Workshop, UC Berkeley	01/2020
“Quantum Computing and Operations Management”	
Modeling and Optimization: Theory and Applications (MOPTA), Lehigh	08/2023
IEEE/ACM 7th Symposium on Edge Computing, Seattle	12/2022

**MISCELLANEOUS**    **Computing:** Python, R, SQL,  $\text{\LaTeX}$ , HTML, Gurobi, AMPL  
**Recreation:** Culinary enthusiast, progressing tennis aficionado, and delighted keeper of a Ragdoll cat