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CONTACT	hansheng_jiang@berkeley.edu <a href="https://hanshengjiang.github.io">https://hanshengjiang.github.io</a>	
EDUCATION	<b>University of California, Berkeley</b> Ph.D. in Industrial Engineering & Operations Research Aug 2017 – Present <i>Minors</i> in Statistics and Electrical Engineering Advisors: Zuo-Jun Max Shen and Aditya Guntuboyina (Department of Statistics)  <b>University of Science and Technology of China</b> B.S. in Mathematics Aug 2013 – May 2017	
RESEARCH INTERESTS	Interface of statistics and operations management, decision-making methodologies, data-driven analytics, and real-world problems in online retailing, revenue management, supply chain management, sharing economy, etc.	
PAPERS	<ol style="list-style-type: none"><li>Intertemporal Pricing via Nonparametric Estimation: Integrating Reference Effects and Consumer Heterogeneity. Hansheng Jiang, Junyu Cao, Zuo-Jun Max Shen. Accepted by <i>Manufacturing &amp; Service Operations Management</i>.  ✧ <b>Finalist</b>, MSOM Data-Driven Research Challenge 2020 (top 4 of all submissions)</li><li>A Nonparametric Maximum Likelihood Approach to Mixture of Regression. Hansheng Jiang, Adityanand Guntuboyina. <i>R&amp;R</i> at <i>Journal of the American Statistical Association</i>.  ✧ <b>Winner</b>, IISA Best Student Paper Competition 2020</li><li>Learning While Repositioning in On-demand Vehicle Sharing Systems. With Shunan Jiang, Zuo-Jun Max Shen. <i>Working paper</i>.</li><li>Multi-product Dynamic Pricing with Reference Effect under Logit Demand. With Mengzi Guo, Zuo-Jun Max Shen. <i>Working paper</i>.</li></ol>	
TEACHING	<b>Operations Management</b> (Berkeley Haas UGBA 141) <i>Graduate Student Instructor</i>	Spring 2022
	<b>Introduction to Stochastic Processes</b> (Berkeley IEOR 173) <i>Graduate Student Instructor</i>	Spring 2020
	<b>Mathematical Programming</b> (Berkeley IEOR 262A) <i>Graduate Student Instructor</i>	Fall 2019
	<b>Marketing</b> (Bekeley Haas UGBA 106) <i>Grader</i>	Fall 2020
	<b>Applied Stochastic Processes</b> (Berkeley IEOR 263A) <i>Grader</i>	Fall 2018

**Mathematical Analysis** (USTC Mathematics)  
*Undergraduate Student Instructor*

Spring 2016

INDUSTRY  
 EXPERIENCE

**Amazon**

Supply Chain Optimization Technologies, 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 for poster presentation at 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, Sunnyvale, CA

*Student Research Intern*

May 2019 – Aug 2019

- I worked in the decision support team of Alibaba Cloud, a cloud computing company and a subsidiary of Alibaba Group. 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

- I studied statistics and machine learning tools for signal modeling and image synthesis. I was fully supported by a UCLA-CSST scholarship and a USTC scholarship for study abroad.

PRESENTATIONS

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 Competition Presentation Virtual

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
HONORS & AWARDS	Graduate Division Conference Travel Grant	2021
	Finalist, MSOM Data-Driven Research Challenge	2020
	Winner, IISA Student Paper Competition	2020
	Berkeley Fellowship	2017 – 2022
	Outstanding Graduate Award, Anhui Province	2017
	UCLA-CSST Fellowship	2016
	Hua Luogeng Mathematics Scholarship	2015
	National Scholarship (top 2% of the department)	2015 & 2016
	Gold Medal, International Genetically Engineered Machine (iGEM)	2015
	First Prize, National College Student Mathematics Contest	2014
	First Prize, China Mathematics Olympiad, Hubei Province	2012
	Silver Medal, China Girls Math Olympiad	2011 & 2012
SERVICES & ACTIVITIES	Reviewer for <i>Annals of Statistics</i>	
	Session chair, INFORMS Annual Meeting 2022	
	◦ General session: Learning and Optimization in Pricing	
	Departmental service	
	◦ Signatory committee member, IEOR graduate student organization	2020
	◦ Panelist, IEOR information session for prospective students	2021
	◦ Volunteer, IEOR new student orientation	2019, 2021 & 2022
MENTORSHIP	Co-mentor (with Zuo-Jun Max Shen) for Vishrut Rana (B.S. '22 IEOR) exploring the literature on car-sharing services and revenue management	2020 – 2021
COMPUTER SKILLS	Python, R, MATLAB, AMPL, Gurobi, SQL	
	Rich experience dealing with real data from industry	
PERSONAL INFORMATION	Languages: English (fluent), Chinese (native)	
	Extracurricular activities: cat-sitting, cooking, hiking, tennis, traveling	
	Pronouns: she/her/hers	