

# Hansheng Jiang

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## CONTACT INFO

Email: [hansheng.jiang@rotman.utoronto.ca](mailto:hansheng.jiang@rotman.utoronto.ca)  
Website: [hanshengjiang.github.io](https://hanshengjiang.github.io)  
Address: 105 St George St, Toronto, ON M5S 3E6

## 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  
  
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.**  
Under 2nd-round review at *Management Science* after R&R.  
    ◊ 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.**  
Major revision at *Manufacturing & Service Operations Management*.
- [J5] Lin Zhao, Hansheng Jiang, Mengshi Lu, Zuo-Jun Max Shen, Kemal Güler. **Supply Chain Forecast Sharing Under Asymmetric Forecast Preferences.**  
Major revision at *Production and Operations Management*.
- [J6] Junyu Liu, Hansheng Jiang, Zuo-Jun Max Shen. **Potential Energy Advantage of**

## Quantum Economy.

Working paper.

- ◇ Media coverage

## CONFERENCE PAPERS

[C1] Zeqi Ye, Hansheng Jiang. **Smoothness-Adaptive Dynamic Pricing with Nonparametric Demand Learning.**

*Proceedings of The 27th International Conference on Artificial Intelligence and Statistics (AISTATS), PMLR 238:1675-1683, 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* 70.3 (2024): 1343-1356.

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: Sole 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 stop: PhD student at Northwestern IEMS

TEACHING	University of Toronto	
	Rotman School of Management	
	<i>Instructor</i>	
	RSM270 Operations Management (undergraduate core course) Winter 2024, Fall 2024 (scheduled)	
	<i>Instructor &amp; Course Developer</i>	
	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	
	<i>Research Scientist II</i>	Summer 2021
	<i>Research Scientist I</i>	Summer 2020
	Alibaba	
	Data Science Decision Support Team of Alibaba Cloud, Sunnyvale, CA	
	<i>Student Researcher</i>	Summer 2019
	University of California, Los Angeles	
HONORS & AWARDS	Department of Statistics	
	<i>Research Assistant</i>	Summer 2016
	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	
ACADEMIC SERVICE	Cross-disciplinary Scholars in Science and Technology (CSST) 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	
	<b>Journal Refereeing</b>	
	<i>Annals of Statistics</i>	

*INFORMS Journal on Computing*  
*Operations Research*  
*Management Science*  
*Manufacturing & Service Operations Management*  
*Transportation Science*

#### **Conference Refereeing**

Supply Chain Management SIG of MSOM 2023, 2024  
 Technology, Innovation, and Entrepreneurship SIG of MSOM 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 Conference, HKUST	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 (RMP) Conference, Chicago Booth (Online)	06/2022
“Intertemporal Pricing in the Presence of Consumer Behaviors via Nonparametric Estimation”	
YinzOR Conference (Long Talk), Carnegie Mellon University	08/2023
INFORMS Annual Meeting, Indianapolis	10/2022
INFORMS Annual Meeting, Anaheim	10/2021
Revenue Management & Pricing (RMP) Conference, JHU Carey (Online)	06/2021

MSOM Data-Driven Challenge Finalist Presentation	11/2020
INFORMS Annual Meeting, Online	10/2020
INFORMS Annual Meeting, Seattle	11/2019
“Smoothness-Adaptive Dynamic Pricing with Nonparametric Demand Learning”	
Revenue Management & Pricing (RMP) Conference, UCLA Anderson	07/2024
International Symposium on Mathematical Programming (ISMP), Montreal	07/2024
“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”	
MSOM Conference, University of Minnesota	06/2024
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