

Hansheng Jiang

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| CONTACT | <div>hansheng_jiang@berkeley.edu</div> <div>+1 510-833-8004</div> <div>https://hanshengjiang.github.io</div> |
| EDUCATION | <div>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)</div> <div>University of Science and Technology of China B.S. in Mathematics Aug 2013 – May 2017</div> |
| RESEARCH INTERESTS | Revenue management and dynamic pricing; data-driven decision-making; operations in sharing economy; nonparametric statistics. |
| PAPERS | <div><div>1. Hansheng Jiang, Junyu Cao, Zuo-Jun Max Shen. Intertemporal Pricing via Nonparametric Estimation: Integrating Reference Effects and Consumer Heterogeneity. <i>Manufacturing & Service Operations Management (Articles in Advance)</i> 2022. [Link]</div><div>🏆 Finalist, MSOM Data-Driven Research Challenge 2020</div><div>2. Hansheng Jiang, Adityanand Guntuboyina. A Nonparametric Maximum Likelihood Approach to Mixture of Regression. R&R at <i>Journal of the American Statistical Association</i>. [Link]</div><div>🏆 Winner, Best Student Paper Award in Theory & Methods section by International Indian Statistical Association (IISA) 2020</div><div>3. Mengzi Amy Guo, Hansheng Jiang, Zuo-Jun Max Shen. Multi-Product Dynamic Pricing with Reference Effects Under Logit Demand. Under review at <i>Operations Research</i>. [Link]</div><div>4. Hansheng Jiang*, Shunan Jiang*, Zuo-Jun Max Shen. Learning While Repositioning in On-demand Vehicle Sharing Systems. In preparation for submission to <i>Management Science</i>. [Link]</div><div>🏆 Winner, YinzOR Student Conference Flash Talk Competition 2022</div><div>5. Lin Zhao*, Hansheng Jiang*, Mengshi Lu, Zuo-Jun Max Shen, Kemal Guler. Supply Chain Forecast Sharing under Asymmetric Forecast Preferences. Under revision at <i>Production and Operations Management</i>. [Link]</div><div>(* indicates equal contribution)</div></div> |
| TEACHING EXPERIENCE | <div>Production and Operations Management (UGBA 141) Haas School of Business, UC Berkeley <i>Graduate Student Instructor</i></div> <div>Spring 2022</div> |

Marketing (UGBA 106)
 Haas School of Business, UC Berkeley
Grader Fall 2020

Introduction to Stochastic Processes (IEOR 173)
 Department of Industrial Engineering & Operations Research, UC Berkeley
Graduate Student Instructor Spring 2020

Mathematical Programming (IEOR 262A)
 Department of Industrial Engineering & Operations Research, UC Berkeley
Graduate Student Instructor Fall 2019

Applied Stochastic Processes (IEOR 263A)
 Department of Industrial Engineering & Operations Research, UC Berkeley
Grader Fall 2018

Multivariate Real 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 *Annals of Statistics*

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| SELECTED HONORS & 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 |

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| 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 |
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| 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