

# Hansheng Jiang

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EDUCATION	<b>University of California, Berkeley</b> Ph.D. in Industrial Engineering & Operations Research    2017 – 2023 (Expected) <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    2013 – 2017	
RESEARCH INTERESTS	Sequential and data-driven decision-making, behavioral operations, nonparametric statistics, applications in retailing, supply chains, sharing economy.	
PAPERS	<ol style="list-style-type: none"><li>1. Hansheng Jiang, Junyu Cao, Zuo-Jun Max Shen. <b>Intertemporal Pricing via Nonparametric Estimation: Integrating Reference Effects and Consumer Heterogeneity.</b> <i>Manufacturing &amp; Service Operations Management (Articles in Advance)</i>. [Link] 🏆 Finalist, MSOM Data-Driven Research Challenge 2020</li><li>2. Hansheng Jiang, Adityanand Guntuboyina. <b>A Nonparametric Maximum Likelihood Approach to Mixture of Regression.</b> Under revision for resubmission to <i>Journal of the American Statistical Association</i>. [Link] 🏆 Winner, Best Student Paper Award in Theory &amp; Methods by the International Indian Statistical Association (IISA) 2020</li><li>3. Mengzi Amy Guo, Hansheng Jiang, Zuo-Jun Max Shen. <b>Multi-Product Dynamic Pricing with Reference Effects Under Logit Demand.</b> Under review at <i>Operations Research</i>. [Link]</li><li>4. Hansheng Jiang*, Shunan Jiang*, Zuo-Jun Max Shen. <b>Learning While Repositioning in On-Demand Vehicle Sharing Systems.</b> In preparation for submission to <i>Management Science</i>. Manuscript available upon request. [Link] 🏆 Winner, YinzOR Student Conference Flash Talk Competition 2022</li><li>5. Lin Zhao*, Hansheng Jiang*, Mengshi Lu, Zuo-Jun Max Shen, Kemal Guler. <b>Supply Chain Forecast Sharing Under Asymmetric Forecast Preferences.</b> Under revision at <i>Production and Operations Management</i>. [Link]</li><li>6. Hansheng Jiang, Zuo-Jun Max Shen, Junyu Liu. <b>Quantum Computing Methods for Supply Chain Management.</b> Preliminary version submitted to <i>ACM/IEEE Workshop on Quantum Computing</i>. [Link]</li></ol> <p>* indicates equal contribution.</p>	
CODE & SOFTWARE	Reference Effects: Estimation and optimization under consumer heterogeneity. [Code] NPMLE: Nonparametric estimation of mixture of regression. [Code]	

TEACHING EXPERIENCE	<i>Instructor</i>	<b>STAT 153: Introduction to Time Series</b>	Spring 2023 (Scheduled)
		Undergraduate statistics elective course taught by me	
	<i>Graduate Student Instructor</i>	<b>UGBA 141: Production &amp; Operations Management</b>	Spring 2022
		Undergraduate business elective course taught by Park Sinchaisri	
		<b>IEOR 173: Introduction to Stochastic Processes</b>	Spring 2020
		Undergraduate operations research core course taught by Zeyu Zheng	
		<b>IEOR 262A: Mathematical Programming</b>	Fall 2019
		PhD operations research core course taught by Alper Atamtürk	
	<i>Grader</i>	<b>UGBA 106: Marketing</b>	Fall 2020
		Undergraduate business elective course taught by Ming Hsu	
INDUSTRY EXPERIENCE		<b>IEOR 263A: Applied Stochastic Processes</b>	Fall 2018
		PhD operations research core course taught by Rhonda Righter	
	<i>Undergraduate Student Instructor</i>	<b>MATH 100201: Multivariate Real Analysis</b>	Spring 2016
		Undergraduate mathematics core course taught by Jiansong Deng	
	<b>Amazon</b>	Supply Chain Optimization Technologies (SCOT) Team, New York City, NY	
		Manager: Abhishek Gupta	
	<i>Research Scientist II Intern</i>	May 2021 – Aug 2021	
		<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 predictions that helped the inventory planning and control team select the most desired products for the faster delivery program.</li> <li>◦ I coauthored a technical report, and the report was accepted to the causal inference workshop in Amazon's internal annual machine learning conference.</li> </ul>	
	<i>Research Scientist I Intern</i>	May 2020 – Aug 2020	
		<ul style="list-style-type: none"> <li>◦ I worked as part of the demand forecasting team to provide reliable demand predictions 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 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>	
OTHER EXPERIENCE	<b>Alibaba Group</b>	Data Science Decision Support Team of Alibaba Cloud, Sunnyvale, CA	
		Manager: Wanyi Zhu	
	<i>Student Research Intern</i>	May 2019 – Aug 2019	
		<ul style="list-style-type: none"> <li>◦ I studied and proposed time series forecasting methods for cloud computing demand.</li> </ul>	
	<b>University of California, Los Angeles</b>	Department of Statistics	
		Mentor: Ying Nian Wu	
	<i>Research Assistant</i>	June 2016 – Sept 2016	

SELECTED HONORS & AWARDS	Winner, YinzOR Student Conference Flash Talk Competition	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
	Hua Luogeng Mathematics Scholarship	2015
	National Scholarship in China (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	
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 <i>Annals of Statistics</i>	
TECHNICAL SKILLS	Python, R, SQL, L <sup>A</sup> T <sub>E</sub> X, HTML, Gurobi, AMPL, experience with large-scale real-data processing and analyzing	
REFERENCES	<b>Zuo-Jun Max Shen</b> Department of Industrial Engineering & Operations Research University of California, Berkeley <a href="mailto:maxshen@berkeley.edu">maxshen@berkeley.edu</a> <b>Adityanand Guntuboyina</b> Department of Statistics University of California, Berkeley <a href="mailto:aditya@stat.berkeley.edu">aditya@stat.berkeley.edu</a> <b>Junyu Cao</b> Department of Information, Risk, and Operations Management McCombs School of Business University of Texas at Austin <a href="mailto:junyu.cao@mcombs.utexas.edu">junyu.cao@mcombs.utexas.edu</a>	
	Last updated on October 1, 2022	