Hansheng Jiang

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EDUCATION

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)

University of Science and Technology of China
B.S. in Mathematics   Aug 2013 – May 2017

RESEARCH INTERESTS

Interface of operations management and statistics, decision-making methodologies, data-driven analytics, and real-world problems in online retailing, revenue management, supply chain management, sharing economy, etc.

PAPERS

1. Hansheng Jiang, Junyu Cao, Zuo-Jun Max Shen. "Intertemporal Pricing via Nonparametric Estimation: Integrating Reference Effects and Consumer Heterogeneity". Accepted in *Manufacturing & Service Operations Management.*

    ⬦ **Finalist**, MSOM Data-Driven Research Challenge 2020 (top 4 of all submissions)

2. Hansheng Jiang, Adityanand Guntuboyina. "A Nonparametric Maximum Likelihood Approach to Mixture of Regression". R&R in *Journal of the American Statistical Association.*

    ⬦ **Winner**, IISA Best Student Paper Competition 2020

3. Mengzi Amy Guo, Hansheng Jiang, Zuo-Jun Max Shen. "Multi-Product Dynamic Pricing with Reference Effects under Logit Demand". Under review.

4. Hansheng Jiang†, Shunan Jiang†, Zuo-Jun Max Shen. "Learning While Repositioning in On-demand Vehicle Sharing Systems". In preparation.

TEACHING EXPERIENCE

Production & Operations Management (UGBA 141)
Haas School of Business, UC Berkeley
Graduate Student Instructor   Spring 2022

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

Mathematical Analysis
School of Mathematical Sciences, USTC
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, under the support of a UCLA-CSST scholarship and a USTC scholarship for study abroad.

SERVICES &
ACTIVITIES

Reviewer for *Annals of Statistics*

Session chair, INFORMS Annual Meeting 2022

- ○ General session: Learning and Optimization in Pricing

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

MENTORSHIP	Mentor for Vishrut Rana (B.S. '22 IEOR) exploring the literature on car-sharing services and revenue management	2020 – 2021

HONORS & AWARDS	Graduate Division Conference Travel Grant, UC Berkeley	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 Mathematical Olympiad, Hubei Province	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 Competition Presentation	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

COMPUTER SKILLS	Python, R, MATLAB, AMPL, Gurobi, SQL
	Rich experience dealing with real data from industry

PERSONAL INFORMATION	Extracurricular activities: cat-sitting, cooking, hiking, tennis, traveling
	Pronouns: she/her/hers