

Hansheng Jiang

CONTACT	hansheng-jiang@berkeley.edu +1 510-833-8004	https://hanshengjiang.github.io
EDUCATION	University of California, Berkeley 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) University of Science and Technology of China 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	<p>[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]</p> <p>🏆 Finalist, MSOM Data-Driven Research Challenge 2020</p> <p>[2] Hansheng Jiang, Adityanand Guntuboyina. A Nonparametric Maximum Likelihood Approach to Mixture of Regression. Under revision for resubmission to <i>Journal of the American Statistical Association</i>. [Link]</p> <p>🏆 Winner, Best Student Paper Award in Theory & Methods by International Indian Statistical Association (IISA) 2020</p> <p>[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]</p> <p>[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>. Manuscript available upon request. [Link]</p> <p>🏆 Winner, YinzOR Student Conference Flash Talk Competition 2022</p> <p>[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]</p> <p>[6] Hansheng Jiang, Zuo-Jun Max Shen, Junyu Liu. Quantum Computing Methods for Supply Chain Management. Preliminary version submitted to <i>ACM/IEEE Workshop on Quantum Computing</i>. [Link]</p> <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>	
	STAT 153 (Elective): Introduction to Time Series	Spring 2023 (Planned)
	<i>Graduate Student Instructor</i>	
	UGBA 141 (Elective): Production & Operations Management	Spring 2022
	IEOR 173 (Core): Introduction to Stochastic Processes	Spring 2020
	IEOR 262A (PhD Core): Mathematical Programming	Fall 2019
	<i>Grader</i>	
	UGBA 106 (Core): Marketing	Fall 2020
	IEOR 263A (PhD Core): Applied Stochastic Processes	Fall 2018
	<i>Undergraduate Student Instructor</i>	
	MATH 100201 (Core): Multivariate Real Analysis	Spring 2016
INDUSTRY EXPERIENCE	Amazon	
	Supply Chain Optimization Technologies (SCOT) Team, New York City, NY	
	<i>Research Scientist II Intern</i>	May 2021 – Aug 2021
	<ul style="list-style-type: none"> ◦ 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. ◦ I coauthored a technical report, and the report was accepted to the causal inference workshop in Amazon's internal annual machine learning conference. 	
	<i>Research Scientist I Intern</i>	May 2020 – Aug 2020
	<ul style="list-style-type: none"> ◦ 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. ◦ 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. 	
	Alibaba Group	
	Data Science Decision Support Team of Alibaba Cloud, Sunnyvale, CA	
	<i>Student Research Intern</i>	May 2019 – Aug 2019
	<ul style="list-style-type: none"> ◦ I studied and proposed time series forecasting methods for cloud computing demand. 	
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
	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

OTHER EXPERIENCE	University of California, Los Angeles Department of Statistics <i>Research Assistant</i> June 2016 – Sept 2016 Mentors: Prof. Ying Nian Wu and Dr. Jianwen Xie <ul style="list-style-type: none"> ◦ 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. 																		
TALKS	Intertemporal Pricing via Nonparametric Estimation: Integrating Reference Effects and Consumer Heterogeneity <table> <tr> <td>INFORMS Annual Meeting, Anaheim, CA</td><td>Oct 2021</td></tr> <tr> <td>INFORMS Revenue Management & Pricing Conference</td><td>June 2021</td></tr> <tr> <td>MSOM Data-Driven Challenge Finalist Presentation</td><td>Nov 2020</td></tr> <tr> <td>INFORMS Annual Meeting, Online</td><td>Oct 2020</td></tr> <tr> <td>INFORMS Annual Meeting, Seattle, WA</td><td>Nov 2019</td></tr> </table> A Nonparametric Maximum Likelihood Approach to Mixture of Regression <table> <tr> <td>IISA Student Paper Award Presentation</td><td>July 2020</td></tr> <tr> <td>Amazon SCOT Visiting BAIR Workshop, Berkeley, CA</td><td>Jan 2020</td></tr> </table> Learning While Repositioning in On-Demand Vehicle Sharing Systems <table> <tr> <td>YinzOR Student Conference, Pittsburgh, PA</td><td>Aug 2022</td></tr> <tr> <td>INFORMS Revenue Management & Pricing Conference</td><td>June 2022</td></tr> </table>	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	IISA Student Paper Award Presentation	July 2020	Amazon SCOT Visiting BAIR Workshop, Berkeley, CA	Jan 2020	YinzOR Student Conference, Pittsburgh, PA	Aug 2022	INFORMS Revenue Management & Pricing Conference	June 2022
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SERVICES & ACTIVITIES	Session Chair of “Learning and Optimization in Pricing” at INFORMS 2022 Departmental Service <ul style="list-style-type: none"> ◦ 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, \LaTeX , HTML, Gurobi, AMPL, experience with large-scale real-data processing and analyzing																		
REFERENCES	Zuo-Jun Max Shen Department of Industrial Engineering and Operations Research University of California, Berkeley maxshen@berkeley.edu Adityanand Guntuboyina Department of Statistics University of California, Berkeley aditya@stat.berkeley.edu Junyu Cao Department of Information, Risk, and Operations Management McCombs School of Business University of Texas at Austin junyu.cao@mcombs.utexas.edu																		

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