

# Hansheng Jiang

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CONTACT INFORMATION	hansheng_jiang@berkeley.edu (+1) 510-833-8004	<a href="https://hanshengjiang.github.io">https://hanshengjiang.github.io</a>
EDUCATION	<b>University of California, Berkeley</b> Ph.D. in Industrial Engineering & Operations Research Aug 2017 – Present <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 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	<ol style="list-style-type: none"><li>1. Hansheng Jiang, Junyu Cao, Zuo-Jun Max Shen. Intertemporal Pricing via Non-parametric Estimation: Integrating Reference Effects and Consumer Heterogeneity. Forthcoming at <i>Manufacturing &amp; Service Operations Management</i>.     ✧ <b>Finalist</b>, MSOM Data-Driven Research Challenge 2020 (top 4 of all submissions)</li><li>2. Hansheng Jiang, Adityanand Guntuboyina. A Nonparametric Maximum Likelihood Approach to Mixture of Regression. R&amp;R at <i>Journal of the American Statistical Association</i>.     ✧ <b>Winner</b>, IISA Best Student Paper Competition 2020</li><li>3. Mengzi Amy Guo, Hansheng Jiang, Zuo-Jun Max Shen. Multi-Product Dynamic Pricing with Reference Effects Under Logit Demand. Under review.</li><li>4. Hansheng Jiang*, Shunan Jiang*, Zuo-Jun Max Shen. Learning While Repositioning in On-demand Vehicle Sharing Systems. In preparation for submission.</li><li>5. Lin Zhao*, Hansheng Jiang*, Mengshi Lu, Zuo-Jun Max Shen, Kemal Guler. Supply Chain Forecast Sharing under Asymmetric Forecast Preferences. Under revision.</li></ol> <p>*: equal contributions</p>	
TEACHING EXPERIENCE	<b>Production &amp; Operations Management</b> (UGBA 141) Haas School of Business, UC Berkeley <i>Graduate Student Instructor</i> Spring 2022  <b>Marketing</b> (UGBA 106) Haas School of Business, UC Berkeley <i>Grader</i> Fall 2020  <b>Introduction to Stochastic Processes</b> (IEOR 173) Department of Industrial Engineering & Operations Research, UC Berkeley <i>Graduate Student Instructor</i> 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 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, 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

SERVICES &  
ACTIVITIES

Reviewer for *Annals of Statistics*  
 Session chair, INFORMS Annual Meeting 2022

- General session: Learning and Optimization in Pricing

Departmental service

	<ul style="list-style-type: none"> <li>◦ Volunteer, IEOR new student orientation 2019, 2021 &amp; 2022</li> <li>◦ Panelist, IEOR information session for prospective students 2021</li> <li>◦ Signatory committee member, IEOR graduate student organization 2020</li> </ul>
MENTORSHIP	Co-mentor with Zuo-Jun Max Shen for Vishrut Rana (B.S. '22 IEOR) exploring the literature on transportation and revenue management Oct 2020 – May 2021
HONORS & AWARDS	Graduate Division Conference Travel Grant, UC Berkeley 2021 & 2022 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 National Scholarship (top 2% of the department) 2015 & 2016 Gold Medal, International Genetically Engineered Machine (iGEM) 2015 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, Gurobi, SQL  Rich experience dealing with real data from industry
MISCELLANEA	Extracurricular activities: cat-sitting, cooking, hiking, tennis, traveling  Pronouns: she/her/hers