Hansheng Jiang

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CONTACT INFORMATION

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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. Forthcoming at *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 at *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 at *Operations Research.*

4. Hansheng Jiang*, Shunan Jiang*, Zuo-Jun Max Shen. Learning While Repositioning in On-demand Vehicle Sharing Systems. In preparation for submission to *Management Science.*

5. Lin Zhao*, Hansheng Jiang*, Mengshi Lu, Zuo-Jun Max Shen, Kemal Guler. Supply Chain Forecast Sharing under Asymmetric Forecast Preferences. Under revision at *Production and Operations Management.*

   * indicates equal contribution

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 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

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*

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

Other

Computing skills: Python, R, MATLAB, Gurobi, SQL, experience with large scale real data processing and analyzing

Hobbies: cooking, hiking, tennis, traveling