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.* [Link]

   Finalist, MSOM Data-Driven Research Challenge 2020

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

   Winner, Best Student Paper Award in Theory & Methods section by International Indian Statistical Association (IISA) 2020

3. Mengzi Amy Guo, Hansheng Jiang, Zuo-Jun Max Shen. **Multi-Product Dynamic Pricing with Reference Effects Under Logit Demand.** Submitted to *Operations Research.* [Link]

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.* [Link]

   Winner, YinzOR Student Conference Flash Talk Competition 2022

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.* [Link]

   (* indicates equal contribution)

Teaching Experience

Production and 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 (SCOT) team, 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 team of Alibaba Cloud, Sunnyvale, CA
Student Research Intern May 2019 – Aug 2019

- 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

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
UCLA-CSST Fellowship	2016
National Scholarship (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

CMU YinzOR Workshop Flash Talk	Aug 2022
INFORMS Revenue Management & Pricing Conference	June 2022

Other

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

Hobbies: cooking, hiking, tennis, traveling