Hailong Sun

CONTACT INFORMATION	Institute of Operations Research and Analytics National University of Singapore 3 Research Link 117602, Singapore	📞 +65 6601 6327 ✉ hailong.sun@u.nus.edu 🌐 https://hl-sun.github.io ——— *Updated on June 28, 2021* ———

RESEARCH INTERESTS

Stochastic and Robust Optimization; Data-driven Decision Making; Online Learning and Online Convex Optimization; Pricing and Revenue Management; Discrete Choice Modeling; Supply Chain Operations

EDUCATION

National University of Singapore, Singapore — Aug. 2017 – May. 2022 (expected)
PhD Candidate in Operations Research

- Thesis: "Bundle Design and Pricing: Theory and Applications"
- Advisors: Chung Piaw Teo and Xiaobo Li

South China University of Technology, Guangzhou, China — Sep. 2014 – Jul. 2017
M.Eng. in Management Science and Engineering

Ocean University of China, Qingdao, China — Sep. 2007 – Jun. 2011
B.Eng. in Environmental Engineering

WORKING PAPERS

"Convex Optimization for Bundle Size Pricing Problem", with Xiaobo Li and Chung Piaw Teo. Accepted by *Management Science*, 2021 [link]

- Accepted to the 21st *ACM Conference on Economics and Computation (EC)*, 2020

"Product Bundle Recommendation and Pricing: How to Make It Work?", with Xiaobo Li and Chung Piaw Teo. Submitted to *Management Science*, 2021 [link]

"Robust Capacity Planning and Battery Charging Policy for Electric Vehicle Battery Swap Station", with Bo Feng and Zuo-Jun Max Shen. Under revision, 2021 [link]

WORK-IN-PROGRESS

"Airline Fare Family Pricing using Cross Moment Model", with Xiaobo Li and Chung Piaw Teo, 2021

"A Hybrid Algorithm for Network Revenue Management with Cancellations and No-shows", with Guodong Lyu, Tingrui Shi and Chung Piaw Teo, 2021

"Data-Driven Agile Warehouse Operations for Food Bank Singapore", with Xiaobo Li and Chung Piaw Teo, 2021

WORK EXPERIENCE

Singapore Airlines, Singapore — Summer 2018
Revenue Management Intern

- Developed models and algorithms for fare family pricing.

Microsoft (China), Guangzhou — Jan. 2017 – May. 2017
Online Advertising Intern

- Worked on a consulting project to build data management platform for an advertisement company.

HAIWAN Engineering, Qingdao   Aug. 2011 – Jul. 2014
Design Engineer

- Worked on design projects to make layout and logistics planning for chemical and power plant construction.

TEACHING
EXPERIENCE

Tutor
- IE4211 Modeling and Analytics (undergraduate)   Spring 2020

Teaching Assistant
- BDC6248/IE6881 Pricing and Revenue Management (PhD)   Fall 2019
- BDC5101 Deterministic Operations Research Models (MSBA)   Spring 2019
- DAO1704 Decision Analytics using Spreadsheets (undergraduate)   Fall 2018

CONFERENCE
PRESENTATION

Convex Optimization for Bundle Size Pricing Problem
- The 21st ACM Conference on Economics and Computation (EC), virtual   Jul. 2020
- INFORMS Annual Meeting, Seattle   Oct. 2019
- Mostly OM Workshop, Shenzhen   Jun. 2019

Bundle Recommendation and Pricing: A Simple Mechanism and Its Optimization
- MSOM Conference   June 2021
- INFORMS Revenue Management and Pricing Section Conference   June 2021

HONORS AND
AWARDS

NUS Research Scholarship   2017 – Present
SCUT Academic Scholarship   2014 – 2017

COMPUTER SKILLS   Python, R, C, MATLAB, Gurobi, Mosek, CVX, LaTeX, AutoCAD

REFERENCES

Chung Piaw Teo (Advisor)   **Xiaobo Li (Advisor)**
Professor   Assistant Professor
NUS Business School   Department of ISEM
National University of Singapore   National University of Singapore
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