Hailong Sun

| CONTACT INFORMATION | Institute of Operations Research and Analytics
National University of Singapore
21 Lower Kent Ridge Road
119077, Singapore | ☎ +65 6601 6327
✉: hailong.sun@u.nus.edu
——— *Updated on June 27, 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

"Bundle Recommendation and Pricing: A Simple Mechanism and Its Optimization", with Xiaobo Li and Chung Piaw Teo. Submitted to *Management Science*, 2021

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

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 Lyv, 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
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
Email: bizteocp@nus.edu.sg	Email: iselix@nus.edu.sg