

Hailong Sun

CONTACT INFORMATION

Institute of Operations Research and Analytics
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——— Updated on August 13, 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. Under review at *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 under Representative Agent Model”, with Changchun Liu and Chung Piaw Teo, 2021

“A Hybrid Algorithm for Network Revenue Management with Cancellations and No-shows”, with Guodong Lyu and Tingrui Shi, 2021

“Data-Driven SKU Rationalization for Food Bank Singapore”, with Victor Fernandez, 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 Design Engineer	Aug. 2011 – Jul. 2014
	<ul style="list-style-type: none"> Worked on design projects to make layout and logistics planning for chemical and power plant construction. 	
TEACHING EXPERIENCE	<p>Tutor</p> <ul style="list-style-type: none"> IE4211 Modeling and Analytics (undergraduate) Spring 2020 <p>Teaching Assistant</p> <ul style="list-style-type: none"> 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	<p>Convex Optimization for Bundle Size Pricing Problem</p> <ul style="list-style-type: none"> The 21st ACM Conference on Economics and Computation (EC), virtual Jul. 2020 INFORMS Annual Meeting, Seattle Oct. 2019 Mostly OM Workshop, Shenzhen Jun. 2019 CSAMSE, virtual Jul. 2021 <p>Bundle Recommendation and Pricing: A Simple Mechanism and Its Optimization</p> <ul style="list-style-type: none"> MSOM Conference June 2021 INFORMS Revenue Management and Pricing Section Conference June 2021 CSAMSE, virtual Jul. 2021 	
HONORS AND AWARDS	<p>NUS Research Scholarship 2017 – Present</p> <p>SCUT Academic Scholarship 2014 – 2017</p>	
COMPUTER SKILLS	Python, R, C, MATLAB, Gurobi, Mosek, CVX, L ^A T _E X, AutoCAD	
REFERENCES	<p>Chung Piaw Teo (Advisor) Professor NUS Business School National University of Singapore Email: bizteocp@nus.edu.sg</p>	<p>Xiaobo Li (Advisor) Assistant Professor Department of ISEM National University of Singapore Email: iselix@nus.edu.sg</p>