Ke-Cheng Hsu (Clio)
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Hiring Team
Alliance Talent
Re: China Business Development Trainee (management/graduate)

Dear Hiring Team,

I am writing to apply for the China Business Development Trainee role. I am a Ph.D. candidate in Economics at HKUST (expected June 2027; available as early as February 2027), a Hong Kong permanent resident, a native Mandarin speaker, and professionally fluent in English. The job is client work for Mainland China: present financial products and marketing materials, run financial analysis for private-banking-style services, build relationships through gatherings and partners, and help organize investment seminars in places such as Shenzhen, Shanghai, and Macau. That is a direct fit with my language, analysis, and presentation background.

Mainland China + analysis. My job market paper uses Taobao apparel transaction data from Mainland China. I built the dataset, estimated how return-shipping insurance changes purchase and return behavior, and wrote clear option comparisons for decision makers—including a moderate restocking-fee menu that raises social welfare by about 2 million RMB (roughly 5%) and seller profit by about 1.2 million RMB versus status-quo policies. That is the same skill as financial analysis aimed at client satisfaction: frame the problem, quantify options, and present a usable recommendation.

Communication and seminars. As lecturer and teaching assistant at HKUST (4.53/5 and 4.72/5), I explain quantitative material to non-specialists in Mandarin and English—the same muscle as presenting product materials and speaking at business gatherings or seminars. As Teaching Assistant Coordinator in the Business School I organized people and deliverables across a team.

Initiative, responsibility, independent and team work. I sole-authored the job market paper end-to-end, and I also deliver weekly analytical updates with Professors Kawaguchi and Kawai on large bookstore panels under a fixed deadline—so I can own work alone and still prioritize shared project outputs.

I am ready to learn the product platform under VP mentorship and support Mainland China clients in Mandarin. My resume is attached. Thank you for your consideration.

Sincerely,
Ke-Cheng Hsu (Clio)