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Hiring Team
Allianz Trade, Hong Kong
Re: Commercial Intern (6–12 months)

Dear Hiring Team,

I am writing to apply for the Commercial Intern position (6–12 months) with Allianz Trade in Hong Kong. I am a Ph.D. candidate in Economics at HKUST (expected June 2027), a Hong Kong permanent resident, a native Mandarin speaker, and fluent in written and spoken English. My academic record supplies the numerical sense the role asks for: B.Sc. in Mathematics and Economics, minor in Actuarial Mathematics (CGA 3.9/4.3); M.Phil. in Economics (CGA 4.1/4.3); Academic Achievement Medal (top 1%); University Scholarship (730K HKD). The commercial work you describe — portfolio analysis, consolidating country-level commercial data, and regular reports and presentations for management — is close to how I already handle data: clean it, consolidate it, check it, and present it on a deadline.

My daily work is the pipeline behind this role: scrape, clean, and transform raw records into analyzable datasets, estimate the model, and present the patterns in graphs and tables. In joint work with Professors Kei Kawai (University of Tokyo; Compass Lexecon) and Kohei Kawaguchi (HKUST; UTokyo Econ Consulting), I cleaned point-of-sale records from 1,000+ stores into a dataset by title, city, and month, and delivered figures, tables, and a weekly HTML report on a fixed deadline. For a Taobao apparel retailer, I consolidated orders, prices, insurance, and returns across six categories, automated the extraction with a Python scraper and an API, and estimated the model in a tested pipeline so that every figure traces back to the code that produced it. The same discipline applies to commercial data: consistent definitions, numbers that match across sources, and output a manager can read without asking how it was made.

On tools, my daily stack is Python, R, and C++ on AWS and SLURM clusters, with Git for version control; I use Microsoft Excel for summaries, build weekly reports in HTML, and make slides in PowerPoint. I use Copilot and Cursor daily for data extraction, coding, and drafting, with every output checked against the source data — the productivity gain is real only if the numbers are correct. Attention to detail is built in: before results go out, I write tests and simulated datasets to confirm the pipeline produces the right numbers, and I check figures with the people who own the data.

The posting also asks for communication skills and for someone who works both independently and in a team; my teaching and hall roles are the evidence. As Teaching Assistant Coordinator for the Business School at HKUST (2025–2026), I coached and evaluated a team of teaching assistants and held their materials to one standard. As Hall Tutor at UG Hall I (2024–present), I mediate resident conflicts and lead orientation, workshops, and career talks. My teaching is rated 4.53/5 as a lecturer and 4.72/5 on average as a teaching assistant — the score people give for explaining technical material clearly, which is what a good commercial report has to do.

My CV is attached; I would welcome the chance to discuss timing, including full-time and part-time arrangements. Thank you for your consideration.

Sincerely,
Ke-Cheng Hsu (Clio)