Ke-Cheng Hsu (Clio)
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16 November 2026

Hiring Team
Asia Focus Recruitment
Re: China Business Development Trainee (Management/Graduate) — 1-year Mainland China market track

Dear Hiring Team,

I am writing to apply for the **China Business Development Trainee** programme. 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, with basic Cantonese. The posting describes a one-year path into China-market business development: present financial products and marketing materials, conduct financial analysis for Mainland China clients, build relationships through gatherings and partners, and organize business and investment seminars in hubs such as Shenzhen, Shanghai, and Macau—with VP mentorship. That is the track I want: Mainland China client focus, analytical support, and relationship-building under strong mentors in Hong Kong finance.

I meet the graduate profile and the soft-skill requirements. I hold a B.Sc. in Mathematics and Economics with a minor in Actuarial Mathematics at HKUST (CGA 3.9/4.3; Academic Achievement Medal, top 1%; Dean's List), an M.Phil. in Economics (CGA 4.1/4.3), and I am finishing a Ph.D. Postgraduates are welcome. I am initiative-driven and responsible: I own end-to-end analysis under deadlines, work both independently and with coauthors, and multi-task across research, teaching coordination, and writing. Excellent communication is already part of my work—I present technical material clearly to mixed audiences in Mandarin and English (lecturer 4.53/5; TA avg 4.72/5) and coordinated a teaching team as Teaching Assistant Coordinator in the Business School.

Strong analytical skills and client-facing recommendation packs map directly to the duties. In my sole-authored job market paper on Taobao apparel return policy—Mainland China e-commerce data—I conducted financial-style scenario analysis of purchase vs return costs under return-shipping insurance and produced quantified recommendations for decision makers (a moderate restocking-fee menu raises social welfare by about 2 million RMB, roughly a 5% gain, and seller profit by about 1.2 million RMB relative to status-quo policies). That is the same loop as financial analysis that drives project results to client satisfaction. With Professors Kawaguchi and Kawai I delivered weekly analytical updates and figures from large panels on a fixed deadline—practice for organizing work, prioritizing deliverables, and supporting senior mentors with clear materials for meetings and seminars.

I am ready to present product and marketing materials, support Mainland China client relationships in Mandarin, contribute to seminars in the Greater Bay Area and other hubs, and grow under the mentorship programme. My resume is attached. Thank you for your consideration.

Sincerely,

Ke-Cheng Hsu (Clio)