Ke-Cheng Hsu (Clio)
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November 10, 2026

Hiring Team
Berkeley Research Group — Hong Kong
Re: Associate — Forensic Accounting / Commercial Disputes (JR101112)

Dear Hiring Team,

I am writing to apply for the Graduate Associate role in BRG's Hong Kong practice (JR101112). I am a Ph.D. candidate in Economics at HKUST (expected June 2027; I can finish earlier if preferred), a Hong Kong permanent resident with the right to work in Hong Kong, a native Mandarin speaker, and professionally fluent in English. I am drawn to this role because Associates support live client projects across economic consulting, commercial disputes and expert-witness work, valuation and damages, and related analysis. What I offer is strong statistical training, a habit of learning new industries and methods quickly, and clear written and verbal communication: I structure complex ideas for non-specialists, produce careful work to deadlines, and collaborate in Mandarin and English.

Day to day, the role calls for subject-matter research, data collection, and economic, statistical, and financial analysis, including building models that connect evidence, theory, and industry context. My training goes beyond typical regression and descriptive analysis. In my job market paper on Taobao apparel return policy, I clean large transaction data, estimate a structural model of purchase, return, and return-shipping insurance, rank policies by welfare, and decompose losses into an ex-ante purchase margin and an ex-post keep-or-return margin. I build tested pipelines in Python, R, and C++ on SLURM and AWS and turn results into figures and short reports on fixed deadlines. With Professors Kohei Kawaguchi and Kei Kawai, I clean and link large bookstore point-of-sale records and estimate pricing and inventory under demand uncertainty. Ph.D.-level IO coursework covered merger simulations, entry/exit counterfactuals, and firm-conduct identification. I absorb new institutional detail and tools quickly, which should transfer as Associates move across practices and client settings.

I have attached my CV and this cover letter. Thank you for your consideration.

Sincerely,

Ke-Cheng Hsu (Clio)