Ke-Cheng Hsu (Clio)
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Hiring Team
FTI Consulting — Economic Consulting, Hong Kong
Re: Graduate Consultant, Economic & Financial Consulting (JR261504)

Dear Hiring Team,

I am writing to apply for the Graduate Consultant role in FTI Consulting's Economic & Financial Consulting practice in Hong Kong (JR261504). 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. The practice works on damages quantification, business valuation, and loss of profits in commercial disputes, and that is the kind of work I am trained for: build a model that ties evidence to theory, estimate it carefully on real data, and write up the result so a non-specialist can follow it.

The day-to-day described in the posting is close to what I already do in research. 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 the loss into an ex-ante purchase margin and an ex-post keep-or-return margin. That is the same exercise as quantifying economic loss under counterfactual scenarios, which sits behind damages and valuation questions. 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, where we compare a dynamic model against the classical static model and show the static version overstates marginal cost by about 20%. On the tools side, I run tested pipelines in Python, R, and C++ on SLURM and AWS, and I use Excel, Word, and PowerPoint for figures, summaries, and presentations. I work independently and in a team, meet deadlines, and am willing to travel in Asia-Pacific when needed. The CPA/CFA sponsorship and the two-week London training are also a strong draw.

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

Sincerely,

Ke-Cheng Hsu (Clio)