Ke-Cheng Hsu (Clio)
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Hiring Team
Haitong International Management Services Company Limited
Re: Young Talent Program 2027 (Summer Internship) — preferably Research

Dear Hiring Team,

I am writing to apply for the Young Talent Program 2027 summer internship. I am a Ph.D. candidate in Economics at HKUST, graduating June 2027 (within the July 2026–July 2028 window), a Hong Kong permanent resident, fluent in English and Mandarin. I can join the 10-week Hong Kong internship commencing June 2027. I am most interested in a **Research** placement (also open to Cross-border Equity or related China-market / markets desks), with a genuine interest in building a long-term career at an international Chinese financial institution bridging Hong Kong and overseas markets.

The program asks for strong academics and bilingual communication. I completed 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. in empirical industrial organization. I write and present clearly in English and Mandarin (lecturer 4.53/5; TA avg 4.72/5).

My work matches internship research and project delivery. In my sole-authored job market paper on Taobao apparel return policy, I built a multi-source Mainland China transaction dataset, estimated structural models, and wrote quantified recommendations (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). With Professors Kawaguchi and Kawai I delivered weekly analytical updates from large POS panels on a fixed deadline—the same cadence as on-the-job training under a dedicated coach. I work in Python, R, and C++ on AWS/HPC and can contribute quickly to desk research, data pulls, and written notes.

I want the internship to test front-office research and China-linked markets work, and I would welcome consideration for a return offer if performance is strong. My resume is attached. Thank you for your consideration.

Sincerely,
Ke-Cheng Hsu (Clio)