Ke-Cheng Hsu (Clio)
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Hiring Team
Hysan Search & Business Solutions Co.
Re: Fresh Graduate Trainee (Asset and Risk Management; full training)

Dear Hiring Team,

I am writing to apply for the Fresh Graduate 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 with the unrestricted right to work in Hong Kong, a native Mandarin speaker, and professionally fluent in English. The posting offers structured training in asset and risk management, market and policy research, investment-opportunity reports, client advice on asset management and protection, and ongoing client and fund-house communication. I want that path: learn the industry systematically, produce clear research, and support clients under supervision.

I meet the degree and learning profile as a fresh-graduate / early-career candidate. I hold a B.Sc. in Mathematics and Economics with a minor in Actuarial Mathematics at HKUST (CGA 3.9/4.3; Dean's List; Academic Achievement Medal, top 1%), an M.Phil. in Economics (CGA 4.1/4.3), and I am finishing a Ph.D. in empirical industrial organization. I am self-motivated, hardworking, and used to learning new methods quickly. Mainland research experience at National Taiwan University is also a match for the posting's note that Mainland background is an advantage. Fluent English and Mandarin support bilingual research and client-facing communication as I build Cantonese on the job.

Market research, policy/economic analysis, and research-report writing are already how I work. In my sole-authored job market paper on Taobao apparel return policy, I framed an investment-style trade-off between volume and return costs, estimated structural responses under return-shipping insurance, and drafted 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 Kohei Kawaguchi and Kei Kawai I analyzed how demand uncertainty and inventory rules change costs and substitution on large POS panels, and delivered weekly figures and written updates—the same cadence as monitoring markets and reacting with clear notes. Earlier interbank-crisis modelling gave me a basic frame for balances, exposures, and cascade risk useful for asset-protection discussions.

I communicate clearly with mixed audiences as a lecturer and teaching assistant at HKUST (4.53/5 and 4.72/5) and as Teaching Assistant Coordinator in the Business School—practice for meeting clients and explaining recommendations in plain language. I am ready for full training, client meetings under guidance, and communication with fund houses and product providers as I grow in the asset and risk management industry. My resume is attached. Thank you for your consideration.

Sincerely,

Ke-Cheng Hsu (Clio)