**Ke-Cheng Hsu (Clio)**
Ph.D. Candidate, Department of Economics, HKUST
(852) 6840 9753 | khsu@connect.ust.hk
cliohsu1997.github.io | github.com/cliohsu1997

16 November 2026

Hiring Team
InsightAxis Consultancy Company
Re: Investment TraineeWelcome Fresh Graduates)

Dear Hiring Team,

I am writing to apply for the Investment Trainee position. 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 asks for market research across asset classes, portfolio monitoring, investment reports and presentations, data work on financial platforms, and reliable support for senior executives and the investment team. That matches how I already deliver quantitative analysis, recurring monitoring packs, and clear written and slide-ready summaries under deadlines.

I meet the education and rights-to-work requirements as a university graduate (and beyond). 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. Fresh graduates are welcome on this posting; I am an early-career quantitative candidate who learns new desks and tools quickly and works well in a team setting.

Market research and quantitative analysis are central to my doctoral work. In my sole-authored job market paper on Taobao apparel return policy, I assembled a multi-source transaction panel, estimated structural demand and return responses, and produced scenario comparisons for profit and performance outcomes (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 framing a research question, analyzing data, and writing a conclusion for stakeholders.

Portfolio support, reporting, and data management map to my weekly project cadence. With Professors Kohei Kawaguchi and Kei Kawai I built and monitored large bookstore POS panels (deliveries, sales, returns; tens of billions of records across 1,000+ stores), estimated pricing and inventory under demand uncertainty, validated estimators with Monte Carlo, and delivered weekly descriptive statistics, regressions, and figures on a fixed deadline—close to monitoring performance metrics and preparing recurring investment-style reports. I work in Python, R, C++, Excel, and PowerPoint; I am ready to learn Bloomberg/Reuters workflows on the job. Earlier interbank-crisis modelling in MATLAB gave me a basic frame for balances, exposures, and cascade risk.

I am also prepared for reliable executive support: as Teaching Assistant Coordinator and as a lecturer/TA at HKUST (4.53/5 and 4.72/5), I organize deliverables, communicate clearly with mixed audiences, and take ownership of deadlines—the administrative discipline the role pairs with investment analysis. My resume is attached. Thank you for your consideration.

Sincerely,
Ke-Cheng Hsu (Clio)