Ke-Cheng Hsu (Clio)
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Hiring Team
Longyao Holding Co. Limited
Re: Digital Asset Trading Operator /

Dear Hiring Team,

I am writing to apply for the Digital Asset Trading Operator 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, a native Mandarin speaker, and professionally fluent in English. I can work rotating shifts, including nights, weekends, and public holidays. The job requires disciplined execution on proprietary systems, live monitoring of markets, accounts, positions, and risk indicators, careful reconciliation, clear shift handovers, and exact compliance with strategies and limits. I am prepared for that operating rhythm.

Academic excellence and fast learning are how I work. I completed 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. Across these degrees I repeatedly learned new systems and methods quickly—structural estimation, GMM, large-scale Python / R / C++ pipelines on AWS and HPC—and applied them to proprietary data under fixed deadlines. I use AI tools daily to speed coding, then verify outputs with tests so speed never replaces accuracy. I expect to learn Longyao's trading software and operating procedures the same way: carefully, then reliably.

The same habits map to execution, monitoring, and control. In my sole-authored job market paper on Taobao apparel return policy, I linked orders, prices, insurance, and returns; investigated anomalies before trusting any total; and kept raw files and analysis tables reconciled. A counterfactual menu with a moderate restocking fee 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 monitored pricing, inventory, and return flows across tens of billions of point-of-sale records and delivered weekly position- and performance-style summaries on a hard deadline. Earlier interbank-crisis work sharpened attention to cash balances, counterparty exposure, and cascade risk. I treat risk limits and operating rules as hard constraints.

Clear communication completes the shift. As a lecturer and teaching assistant at HKUST (4.53/5 and 4.72/5), and as Teaching Assistant Coordinator in the Business School, I give precise instructions, keep written records consistent before release, and hand work off cleanly in Mandarin and English. I would welcome the chance to execute and monitor trades on Longyao's system, escalate alerts promptly, reconcile account and position data, support daily trade / P&L / risk reports, and collaborate with quant, technology, and operations teams. My resume is attached. Thank you for your consideration.

Sincerely,

Ke-Cheng Hsu (Clio)