Ke-Cheng Hsu (Clio)
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16 November 2026

Hiring Team
Our Hong Kong Foundation Limited
19/F, Nan Fung Tower, 88 Connaught Road Central, Hong Kong
Re: Researcher

Dear Hiring Team,

I am writing to apply for the Researcher position at Our Hong Kong Foundation. I am a Ph.D. candidate in Economics at HKUST (expected June 2027; I can finish as early as February 2027 and am available to start afterward), a Hong Kong permanent resident with the right to work in Hong Kong, a native Mandarin speaker, and professionally fluent in English. The role calls for evidence-based policy research, clear writing for diverse readers, and collaboration with industry, government, and experts. That is the kind of work I am trained for: build a model that ties evidence to theory and market structure, estimate it carefully on real data, quantify welfare or economic loss under counterfactual scenarios, and write up the result so a non-specialist can follow it—the same quantification skill set used in policy evaluation and in commercial disputes, valuation, and damages analysis.

The day-to-day described in the posting is close to what I already do. My sole-authored job market paper is a Ph.D.-level structural industrial-organization study of Taobao apparel return policy: I assemble a large proprietary transaction panel, develop an original welfare framework that separates ex-ante purchase inefficiency from ex-post return inefficiency, estimate demand, fit uncertainty, and return responses by GMM with bootstrap inference, and rank counterfactual policies by seller profit, consumer surplus, and social welfare. A menu that pairs a discounted price 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 the status-quo insurance policies, attaining about 75–78% of first-best welfare outside dresses. 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%. Ph.D.-level industrial-organization coursework covered merger simulations, entry/exit counterfactuals, and firm-conduct identification. 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 bilingual teams and meet deadlines.

I want to put this training to work on Hong Kong and Greater Bay Area policy questions, including economic development, land and housing, and related market and regulatory issues. My present compensation is a postgraduate studentship at HKUST; my expected monthly basic salary is HKD 28,000–35,000. I attach my resume, transcript, and a writing sample (job market paper). Thank you for your consideration.

Sincerely,

Ke-Cheng Hsu (Clio)