Ke-Cheng Hsu (Clio)
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16 November 2026

Hiring Team
Truth Capital (Hong Kong) Limited
Re: Management Trainee

Dear Hiring Team,

I am writing to apply for the Management 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, a native Mandarin speaker, professionally fluent in English, with basic Cantonese. I want a structured rotation across investment, portfolio support, fund operations, and product work, and I am prepared for the GBA pathway of Hong Kong then Zhuhai if selected.

Academic excellence and the ability to learn quickly are central to my profile. 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 and digital economics. I repeatedly pick up new datasets, software, and methods—Python, R, C++, structural estimation, AWS/HPC pipelines—and deliver usable analysis without a long ramp-up. I use AI tools carefully to accelerate work, then verify outputs before sharing.

That learning habit connects directly to trainee duties: reports, presentations, financial analysis, portfolio monitoring, and operations support. In my sole-authored job market paper on Taobao apparel return policy, I built a multi-source transaction pipeline and wrote clear 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). With Professors Kawaguchi and Kawai I produced weekly monitoring figures and short written updates from bookstore point-of-sale panels on a fixed deadline. Earlier interbank-crisis research gave me a basic frame for balances and exposures in a financial network.

Clear communication is the other half of rotation work. 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 explain quantitative material to non-specialists, keep reports consistent before release, and coordinate deliverables across people in Mandarin and English. My expected monthly basic salary is HKD 18,000. My resume is attached. Thank you for your consideration.

Sincerely,

Ke-Cheng Hsu (Clio)