HSU, Ke-Cheng (Clio)

(852) 6840 9753 | khsu@connect.ust.hk | github.com/cliohsu1997 | cliohsu1997.github.io

Professional Summary

PhD candidate in Economics at HKUST with strong statistical training in empirical industrial organization and market structure. Automates multi-source data pipelines in Python; consolidates and reconciles large transaction panels in Excel; builds charts and decks in PowerPoint; delivers recurring MI-style figures and short written updates on a fixed deadline. Clear written and verbal communicator with stakeholders in Mandarin and English; picks up new MI tools quickly (willing to learn Power BI). Hong Kong permanent resident. Seeking Data Analyst (Banking) at Williams Lea; available as early as February 2027.

Education

The Hong Kong University of Science and Technology, Hong Kong

Doctor of Philosophy in Economics Expected Graduation: June 2027 (available as early as February 2027)

Research interests: Empirical industrial organization and digital economics.

Master of Philosophy in Economics 2020–2022

CGA: 4.1/4.3.

Bachelor of Science in Mathematics and Economics, Minor in Actuarial Mathematics 2015–2019

CGA: 3.9/4.3.

Awards: Dean's List (2016–2019); University Scholarship (730K HKD); Academic Achievement Medal (top 1%); Postgraduate studentship (1.5M HKD); Redbird scholarship (40K HKD).

Experience

Research Assistant, National Taiwan University 2020

- Reconciled conceptual cash/liquidity flows across an interbank network model; summarized risk and performance implications in clear write-ups.

Teaching Assistant & Lecturer, Department of Economics, HKUST 2020–present

- Lecturer for MSc Math Camp (4.53/5); TA for PhD and undergraduate economics (avg 4.72/5); prepared presentation decks with graphs; explained quantitative findings to non-specialists.

Teaching Assistant Coordinator, Business School, HKUST 2025–2026

- Gathered stakeholder inputs across a team; standardized recurring deliverables before release.

Hall Tutor, UG Hall I, HKUST 2024–present

- Mediated resident conflicts; led orientation, workshops, and career talks.

Projects

Inventory and Pricing under Resale Price Maintenance (RPM) *(w/ K. Kawaguchi, HKUST; K. Kawai, U. Tokyo)*

- Built a dynamic oligopoly model of pricing and inventory under demand uncertainty and RPM; constructed title-by-market-by-month panels from monthly bookstore POS data (deliveries, sales, returns; tens of billions of records across 1,000+ stores), linked via standardized ISBNs and merged with local demographics and Amazon-scraped title attributes in Python.
- Estimated demand and supply with 2SLS and Hausman-style instruments; validated with Monte Carlo; LASSO controls and panel fixed effects; iterative equilibrium simulation in C++.
- Excel- and script-assisted consolidation of large POS panels; weekly figures and short written MI-style updates on a fixed deadline; showed a classical static model overstates marginal cost by ∼20% once demand uncertainty and inventory are ignored.

Return Policy Design in E-Commerce *(Sole-authored Job Market Paper)*

- Sole-authored Ph.D. structural study: built and estimated a model of purchase, return-shipping-insurance take-up, and return under monopoly pricing on Taobao (2017–2023; ∼62M RMB revenue; six apparel categories; ∼20–30% return rates); scraped and OCR-digitized product attributes in Python.
- Built Python / R / C++ scripts on AWS and HPC/SLURM to consolidate and validate trades across sources; produced recurring performance tables and charts with bootstrap-validated policy rankings for seller profit, consumer surplus, and social welfare.
- Decision-ready scenario pack: a menu pairing a discounted price with a moderate (∼10–15%) restocking fee raises social welfare by about 2 million RMB (∼5%) and seller profit by about 1.2 million RMB relative to status-quo insurance policies.

Skills

Languages: Mandarin (Native), English (Fluent), Cantonese (Basic).
Microsoft Office: Excel (formulas, pivots, consolidation), PowerPoint (charts/decks), Word.
Programming: Python (report automation), R, MATLAB, C++, Stata; AWS, HPC/SLURM; AI-assisted coding with verified outputs.
Other: Willing to learn Power BI for dashboard rollout; finance reconciliation and MI reporting mindset.
References: Kei Kawai (UTokyo; Compass Lexecon), Kohei Kawaguchi (HKUST; UTokyo Econ Consulting), Pak Hung Au (HKUST).