Ke-Cheng Hsu (Clio)
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November 10, 2026

Hiring Team
UBS Global Banking, Taipei
Re: 2027 Off-Cycle Internship, Global Banking, Taiwan (340768BR)

Dear Hiring Team,

I am writing to apply for the 2027 Off-Cycle Internship in Global Banking. I am a Ph.D. candidate in Economics at HKUST, a native Mandarin speaker professionally fluent in English.

My interest in finance is longstanding. My first research project, at National Taiwan University, modeled a bank crisis on an interbank lending network as a negotiation between the regulator and the banks' creditors, and simulated how the structure of that network affects the credibility of the regulator's no-bailout threat. My undergraduate minor was actuarial mathematics, and my Ph.D. coursework covers merger simulation, market entry and exit counterfactuals, and firm-conduct identification. I now want to apply that training to evaluating companies, building transaction models, and executing live deals.

My research trains the skills a Global Banking team uses with clients: judging how a business competes and where its margins come from. In joint work with Kei Kawai and Kohei Kawaguchi, who consult at the leading economics consulting firms Compass Lexecon and UTokyo Economic Consulting, I cleaned point-of-sale records from more than 1,000 stores into an analyzable dataset, estimated demand and supply costs by non-linear optimization with heavy computation in C++, and delivered the results as figures, tables, and a short weekly report on a fixed deadline. On Taobao apparel e-commerce, the kind of industry analysis I would prepare for a pitch, I automated data extraction with a scraper, an API, and AI-based OCR that converts product images into analyzable text, and estimated a structural model of purchase, insurance, and return decisions by the generalized method of moments in a tested Python, R, and C++ pipeline on AWS and a computing cluster. I use AI tools throughout, experimentally and responsibly: every pipeline carries tests and simulated-data checks, so any number traces back to the code that produced it.

The qualities you list match how I already work. I am a strategic thinker with strong communication skills: my teaching ratings are 4.72/5 as a TA and 4.53/5 as a lecturer, and presenting at conferences has taught me to defend a number under questioning. High demands and tight deadlines are familiar; weekly deliverables with collaborators across institutions are where being hard-working, trustworthy, dedicated, and collaborative becomes a habit.

My CV lists an expected graduation of June 2027. I am prepared to defer my studies so that I graduate between December 2027 and June 2028 and can join the program on your timeline; I would welcome the chance to discuss the details. I have attached my CV. Thank you for your consideration.

Sincerely,

Ke-Cheng Hsu (Clio)