Ke-Cheng Hsu (Clio)
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Hiring Team
Frontier Economics — London
Re: 2027 Graduate Economic Analyst — PhD / Experienced Track (JR10237)

Dear Hiring Team,

I am writing to apply for the 2027 Graduate Economic Analyst role on the PhD / Experienced Track in Frontier's London office (JR10237). I am a Ph.D. candidate in Economics at HKUST, expected to graduate in June 2027 (and able to finish earlier if helpful), with an MPhil in Economics and a BSc in Mathematics and Economics from the same university. I am professionally fluent in English. Frontier's programme appeals to me because it puts economics to work on real client questions, and the PhD track lets me enter year two with greater ownership while still learning through training and mentoring.

The posting asks for someone who applies economic frameworks and empirical techniques, works carefully with data and evidence, clarifies incompletely defined questions, tests assumptions, and turns analysis into clear reports and presentations. That matches how I already work. My job market paper studies Taobao apparel return policy: I clean large transaction data, document category-level trends and return rates, estimate a structural model of purchase and return behaviour by the generalized method of moments (GMM), and deliver figures and short written analyses on fixed deadlines. With Professors Kohei Kawaguchi (Advisor, UTokyo Economic Consulting Inc.) and Kei Kawai (Senior Consultant, Compass Lexecon), I study pricing and inventory under resale price maintenance using large bookstore point-of-sale records, combining descriptive evidence, regressions, and a dynamic oligopoly model. I work mainly in Python, R, and C++ (and Excel when needed), and I am used to checking results, challenging assumptions, and explaining what the numbers imply for the next decision.

I have a strong interest in microeconomics and industrial organisation, and my Ph.D.-level IO coursework covered merger simulations, entry/exit counterfactuals, and firm-conduct identification. I write and present clearly, manage my own deadlines, work well in teams, and pick up unfamiliar industry detail quickly. I already use AI in my research pipeline for coding support, drafting, and quality checks, which improves my working efficiency; I still keep the underlying problem in view, verify outputs myself, and remain accountable for the quality of the final analysis.

I have attached my CV and this cover letter. Thank you for your consideration.

Sincerely,

Ke-Cheng Hsu (Clio)