

# Curriculum Vitae

## Pantelis Loupos

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ACADEMIC POSITIONS	<b>UC Davis Graduate School of Management</b> Assistant Professor of Marketing and Business Analytics, 2019 - Present
EDUCATION	<b>Kellogg School of Management, Northwestern, 2013-2018</b> Ph.D. in Operations Management <ul style="list-style-type: none"><li>• Advisor: Professor Eric Anderson</li></ul> MS in Operations Management <b>Searle Center for Advancing Learning &amp; Teaching, Northwestern, 2016-17</b> Teaching Certificate Program <b>Georgia Institute of Technology, Atlanta, USA, 2011-12</b> MS in Operations Research at ISyE, 2011-12 <ul style="list-style-type: none"><li>• GPA: 3.8/4</li><li>• Advisor: Professor Craig A. Tovey</li></ul> <b>University of Patras, Greece, 2016-2011</b> 5-year Engineer Diploma, Electrical and Computer Engineering, <ul style="list-style-type: none"><li>• GPA: 8.24/10 (Ranked 4th out of 231)</li><li>• Advisor: Professor George V. Moustakides</li></ul>
RESEARCH INTERESTS	Digital Platforms, Social Networks, (Social) CRM, Business Analytics.
AWARDS	<ul style="list-style-type: none"><li>• Finalist at "Doing Good with Good OR" Informs Competition, 2016.</li><li>• Third Award in the Greek Mathematics Olympiad, Mathematical Society of Greece, 2005.</li></ul>
TEACHING EXPERIENCE	<b>Graduate School of Management, UC Davis</b> <ul style="list-style-type: none"><li>• <b>MBA</b><ul style="list-style-type: none"><li>– Customer Analytics, MGT-443.</li><li>– Customer Relationship Management, MGT-243.</li></ul></li><li>• <b>MSBA</b><ul style="list-style-type: none"><li>– Big Data Analytics, BAX-423.</li></ul></li></ul>

## Teaching Assistant at **Kellogg School of Management**

- **Executive MBA**

- Marketing Analytics: Leading with Big Data (MKTGX-950), Spring 2018.
- Retail Analytics: Pricing and Promotion (MKTGX-462), Spring 2016-17.
- Decision Modeling and Optimization in Excel (OPNSX- 450), Winter 2016-18.

- **MBA**

- The General Rookie Manager (OPNS- 925), Spring 2016-17.
- Analytical Decision Modeling in Excel (OPNSX- 450), Winter 2016-18.
- Applied Advanced Analytics (OPNS 940), Spring 2014-18.

## Teaching Assistant at **Georgia Institute of Technology**

- Statistics & Applications (ISyE 3770), Spring & Summer 2012.
- Stochastic Manufacturing & Service Systems (ISyE 3232), Fall 2012.

## PAPERS

- Social Drug Dealing: How Peer-to-Peer Fintech Platforms Have Transformed Illicit Drug Markets Joint work with Jörn Boehnke, and Ying Gu. R&R at Annals of Operations Research.
- What Reviews Foretell about Opening Weekend Box Office Revenue: The Harbinger of Failure Effect in the Movie Industry. Joint work with Yvette Peng, Sute Li, and Hao Hao. Marketing Letters, April 2023.
- Platform Data Strategy. Joint work with Bhargava et al. Marketing Letters 2020.
- The Structure and Evolution of an Offline Peer-to-Peer Financial Network. Joint work with Alexandros Nathan. Proceedings of the 10th Conference on Complex Networks, CompleNet 2019.
- Unconfoundedness with Network Interference. Joint work with Michael Leung. To be submitted at Econometrica.
- Is an Emoji Worth a Thousand Engagements: Empirical Evidence from a Peer-to-Peer Digital Platform. Joint work with Ying Gu. To be submitted at the Journal of Marketing Research.
- Starting Cold: The Power of Social Networks in Predicting Customer Behavior in Peer-to-Peer Digital Platforms. Joint work with Alexandros Nathan and Moran Cerf. In preparation for submission at the Journal of Marketing Research.
- Finding Strong Ties in a Facebook Haystack: A Multilayer Social Network Approach. Working Paper.

## SERVICE

- Ad-hoc Reviewer at Management Science, Journal of Marketing Research, and Journal of Marketing.
- Review editor on the Editorial Board of Advertising and Marketing Communication (specialty section of Frontiers in Communication)

INVITED  
PRESENTATIONS/  
CONFERENCES

- ISMS Marketing Science Conference, Miami, FL, 2023.
- INFORMS Business Analytics Conference, Aurora, CO, 2023.
- International Conference on Crypto-Marketing, NYC, 2022. Session Chair
- Fintech Workshop by National Bank of Greece, 2021.
- UC Berkeley Haas School of Business, 2020 (Held virtually due to COVID-19).
- Metro EDGE, Sacramento, 2020 (Held virtually due to COVID-19).
- UC Davis Economics Department, 2020 (Postponed due to COVID-19).
- 2019 Complex Networks Winter Workshop, Quebec City, 2019.
- UC Davis Statistics Department, 2019.
- 11th Triennial Invitational Choice Symposium, Chesapeake Bay, 2019.
- CompleNet X, Tarragona, 2019.
- AUEB, Athens, 2019.
- Data Science Nights, Northwestern Institute on Complex Systems, 2018.
- INFORMS, Houston, 2017.
- INFORMS, Nashville, 2016.
- Society for Industrial and Applied Mathematics (SIAM) at Northwestern, 2016.
- BIG Ideas Doctoral Workshop, Harvard Kennedy School, 2016.
- Divvy Bikes HQ, 2016.
- Amazon Research Symposium, 2014.

TECHNICAL SKILLS Programming: Python, Spark

Applications:  $\LaTeX$ , MATLAB, Mathematica, STATA, R

LANGUAGES

**Greek:** Mother tongue

**English:** Fluent

**French:** Conversant

**Spanish:** Beginner

GENERAL  
INTERESTS

Philosophy, Music, Food Science, BJJ, Yoga, Tennis, Poker