

# 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 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

- Starting Cold: The Power of Social Networks in Predicting Non-Contractual Customer Behavior. Joint work with Alexandros Nathan and Moran Cerf. R&R at the Journal of Marketing.
- Not All Adoptions Are Equal: Predicting Structural Virality in Venmo. Joint work with Alexandros Nathan, Noshir Contractor and Moran Cerf. In preparation for submission to PNAS.
- 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.
- Data Policy and Choices in Platforms . Joint work with Bhargava et al. Submitted to Marketing Letters.
- Finding Strong Ties in a Facebook Haystack: A Multilayer Social Network Approach. Working Paper.
- The Operational Challenges of Sharing-Economies: An Optimal Re-balancing Mechanism for the Bike-Sharing Industry. Joint work with Can Ürgün. Finalist Paper at Doing Good with Good OR Competition, Work in Progress

## SERVICE

- Ad-hoc Reviewer at Management Science.

## INVITED PRESENTATIONS/ CONFERENCES

- UC Davis Economics Department, 2020.
- 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:  $\text{\LaTeX}$ , MATLAB, Mathematica, STATA, R

LANGUAGES **Greek:** Mother tongue  
**English:** Fluent  
**French:** Conversant  
**Spanish:** Beginner

GENERAL INTERESTS Philosophy, Music, Food Science, BJJ, Yoga, Poker