

Curriculum Vitae

Pantelis Loupos

ACADEMIC POSITIONS

UC Davis Graduate School of Management

Assistant Professor of Marketing and Business Analytics, 2019 - Present

EDUCATION

Kellogg School of Management, Northwestern, 2013-2018

Ph.D. in Operations Management

- Advisor: Professor Eric Anderson

MS in Operations Management

Searle Center for Advancing Learning & Teaching, Northwestern, 2016-17

Teaching Certificate Program

Georgia Institute of Technology, Atlanta, USA, 2011-12

MS in Operations Research at ISyE, 2011-12

- GPA: 3.8/4
- Advisor: Professor Craig A. Tovey

University of Patras, Greece, 2016-2011

5-year Engineer Diploma, Electrical and Computer Engineering,

- GPA: 8.24/10 (Ranked 4th out of 231)
- Advisor: Professor George V. Moustakides

RESEARCH INTERESTS

Digital Platforms, Social Networks, (Social) CRM, Business Analytics.

AWARDS

- Finalist at "Doing Good with Good OR" Informs Competition, 2016.
- Third Award in the Greek Mathematics Olympiad, Mathematical Society of Greece, 2005.

TEACHING EXPERIENCE

Graduate School of Management, UC Davis

- **MBA**
 - Customer Analytics, MGT-443.
 - Customer Relationship Management, MGT-243.
- **MSBA**
 - Big Data Analytics, BAX-423.

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. *Annals of Operations Research*, 2023.
- 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*, 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. Under Review at *The Review of Economics and Statistics*.
- Is an Emoji Worth a Thousand Engagements: Empirical Evidence from a Peer-to-Peer Digital Platform. Joint work with Ying Gu. To be submitted to the *Journal of Marketing Research*.
- Social Connections and Privacy Implications: The Power of Social Networks in Predicting Customer Behavior in Peer-to-Peer Digital Platforms. Joint work with Ying Gu and Moran Cerf. Under Review at *Information Systems 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

- INFORMS, Seattle, WA, 2024. Session Chair on Social Media Analytics
- ISMS Marketing Science Conference, Sydney, Australia, 2024. Session Chair on Causal Inference with Machine Learning
- Workshop on Graph Representation Learning, Chicago, May 2024.
- INFORMS, Phoenix, AZ, 2023. Session Chair
- Production and Operations Management Society (POMS), Paris, 2023.
- ISMS Marketing Science Conference, Miami, FL, 2023. Session Chair
- 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