

Curriculum Vitae

Pantelis Loupos

ACADEMIC POSITIONS	UC Davis Graduate School of Management Assistant Professor of Marketing and Business Analytics, July 2019 - Present
EDUCATION	Kellogg School of Management, Northwestern, 2013-2018 Ph.D. in Operations Management <ul style="list-style-type: none">• 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 <ul style="list-style-type: none">• GPA: 3.8/4• Advisor: Professor Craig A. Tovey University of Patras, Greece, 2016-2011 5-year Engineer Diploma, Electrical and Computer Engineering, <ul style="list-style-type: none">• GPA: 8.24/10 (Ranked 4th out of 231)• Advisor: Professor George V. Moustakides
RESEARCH INTERESTS	Digital Platforms, Social Networks, (Social) CRM, Business Analytics, with a focus on Graph Neural Networks, Causal Inference, and Peer-to-Peer Financial Networks.
AWARDS	<ul style="list-style-type: none">• Finalist at "Doing Good with Good OR" Informs Competition, 2016.• Third Award in the Greek Mathematics Olympiad, Mathematical Society of Greece, 2005.
TEACHING EXPERIENCE	NVIDIA Deep Learning Institute (DLI) <i>Certified Instructor</i> Graduate School of Management, UC Davis <i>Assistant Professor</i> <ul style="list-style-type: none">• MBA<ul style="list-style-type: none">– Operations Management, MGT-452: Core MBA.– Customer Analytics, MGT-443: Techniques in customer segmentation, predictive modeling, and CLV.– Customer Relationship Management, MGT-243.• MSBA

- Big Data Analytics, BAX-423: Covering Spark, Kafka, CNNs, GNNs, LLMs, and GANs.

Kellogg School of Management, Northwestern University *Teaching Assistant*

- **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.

Georgia Institute of Technology

Teaching Assistant

- 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.
 - Media coverage: UC Davis News, Tech Times, Tech Xplore, Mirage News, EurekAlert!
- 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.
 - Media coverage: UC Davis News, Science X, Mirage News, EurekAlert!, Daily Mail
- 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*.
- Fighting Fire with Fire: Infusing AI into Peer Review to Sustain Quality Scholarship Joint work with Hemant Bhargava et al. *Management Science*, 2026.
- Graph Neural Networks for Causal Inference Under Network Confounding. Joint work with Michael Leung. *Revise & Resubmit at The Review of Economic Studies*.
- The Shadow Value of Attention: Recommendation Ranking with Inventory Dynamics. Joint work with Can Ürgün. *To be submitted to Management Science*.
- Network-Based Decision Support for Cold-Start User Valuation in P2P Platforms: The Role of Initial Community Structure Joint work with Moran Cerf. *Revise & Resubmit at Decision Support Systems*.
- Modeling the Diffusion Dynamics of Crypto Tokens: A Dual-Process Approach to Adoption and Usage. Joint work with Sriram Venkatesh. *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)
- Faculty Search Committee (Business Analytics), UC Davis Graduate School of Management, 2022-23
- Faculty Recruitment Committee, UC Davis Graduate School of Management, 2022-23
- MSBA Admissions Committee, UC Davis Graduate School of Management, 2021-22 and 2022-23
- Faculty Committee on Research, UC Davis Graduate School of Management, 2020-21
- Member of the Graduate Group of the Computer Science department, UC Davis
- Member of the Designated Emphasis (DE) in Computational Social Science, UC Davis
- Supervisor of Ms. Ying Gu, Ph.D. student at Foster School of Business

INVITED PRESENTATIONS/ CONFERENCES

- ACE Workshop, Palm Springs, CA, 2026.
- ISMS Marketing Science Conference, Washington, DC, 2025.
- Bay Area Marketing Symposium, Santa Clara, 2025.
- ACE Workshop, Palm Springs, CA, 2025.
- INFORMS, Seattle, WA, 2024. Session Chair
- CODE@MIT, Boston, 2024.
- 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, Apache Spark, Kafka, TensorFlow, PyTorch

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