Curriculum Vitae
Pantelis Loupos

ACADEMIC
POSITIONS

UC Davis Graduate School of Management

Assistant Professor of Marketing, 2019

EDUCATION

Kellogg School of Management, Northwestern, 2013-2018

Ph.D. in Operations Management

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

University of Patras, Greece, 2016-2011

5-year Engineer Diploma, Electrical and Computer Engineering,

RESEARCH
INTERESTS

Social CRM, Digital Platforms, 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

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.

- Finding Strong Ties in a Facebook Haystack: A Multilayer Social Network Approach. Working Paper. In preparation for submission to Journal of Marketing Research.

- Venmo for Change: The effect of Digital Donations on Customer Engagement. Joint work with Marcel Fafchamps. Work in Progress

- 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

INVITED
PRESENTATIONS/
CONFERENCES

- 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, PySpark, C, SQL

Applications: LaTeX, MATLAB, Mathematica, STATA, R

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

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