



Department of Economics,  
University of Surrey.

**COLLEGE OF LIBERAL ARTS & SCIENCES**

Department of Economics  
214 David Kinley Hall, MC-707  
1407 W. Gregory Dr.  
Urbana, IL 61801-3606

Dear Members of the Search Committee,

I am writing to apply for the position of Assistant Professor of Economics beginning September 2022, as advertised on Econ Job Market. I am a microeconomist specializing in political economy and industrial organization with particular focus on political communication, timing of elections and firm pricing. I will complete my Ph.D. in Economics from the University of Illinois at Urbana-Champaign in May 2022.

I am extremely interested in joining the faculty of Surrey. As a member of the department, I will contribute to its focus on economics education, continue my research on strategic communication and firm pricing, and lead departmental service activities.

I find the research philosophy at Surrey very stimulating. I believe that my work can complement the exciting work on political economy and voting by Professors Bozbay, Gershkov and Zanardi. I am confident that my theoretical and empirical approach to studying socially relevant topics, and my track record for collaborative work make me an excellent fit for the position in your department.

My research examines issues in political economy and industrial organization. In my job market paper, I theoretically and empirically characterize how politicians strategically vary ad content and placement to mobilize their base and demobilize the opposing one. In industrial organization, my theoretical work examines topics such as price-matching guarantees, co-location, and secondary markets. Currently, in a joint work, my co-author and I empirically measure the switching costs that emerge from airline entry in new US domestic airports.

In addition, I have a strong interest in teaching, and I have experience teaching a wide range of topics. During my doctoral studies at Illinois, I was honored to be selected by my students among the top 10% of teachers in the university.

Included in my application are my CV, my job market paper titled “Messaging the Bases: Tailoring Political Ads to Audiences”, a second joint paper on firm co-location, and statements summarizing my research agenda and teaching philosophy. Letters in support of my application from Professors Dan Bernhardt (Chair), George Deltas, and Stefan Krassa will be sent under a separate cover.

I will be available for virtual interviews at the European Job Market in December 2021 or earlier. I can be reached via email at [ecnstnt2@illinois.edu](mailto:ecnstnt2@illinois.edu) or by phone at +1-217-721-5834. Please do not hesitate to contact me if there is any additional information that I can provide.

Thank you very much for your time and consideration.

Sincerely,  
Evangelos Constantinou

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