

Wayfair.

Dear Members of the Search Committee,

I am writing to apply for the position of Economist as advertised on AEA JOE board. 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, Urbana-Champaign in May 2022.

In my research, I make extensive use of the latest empirical methods and statistical tools. In my job market paper on strategic communication by politicians, I employ both machine learning (supervised learning) and natural language techniques to classify political ads into distinct classes based on their content. I then use tools from causal inference such as instrumental variable estimation to test the theoretical predictions of my model. In an ongoing work, my co-author and I use both reduced form and structural methods to estimate the switching costs that emerge from airline entry in new airports.

During my doctoral studies, I have become proficient in both the Python and R scripting languages, which I use both for research and teaching. I use the former for tasks related to machine and deep learning, natural language processing and web-scraping. I use the latter for statistical and econometric analyses.

I find work being done at Wayfair very exciting and stimulating. I am confident that the skill set I developed during my graduate studies, and my strong track record for collaborative work make me an excellent fit for the position Economist.

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 AEA meeting in January 2022. I can be reached via email at 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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