

NERA Economic Consulting.

Dear Members of the Search Committee,

I am writing to apply for the position of Consultant as advertised on AEA's JOE board. I am a microeconomist specializing in political economy and industrial organization with particular focus on political communication and firm pricing. I will complete my Ph.D. in Economics from the University of Illinois at Urbana-Champaign in May 2022.

My research agenda is versatile and adopts both theoretical and empirical methods to examine issues in political economy and industrial organization. In my job market paper, I theoretically and empirically examine how politicians strategically vary ad content and placement to mobilize their base and demobilize the opposing one. In my work in industrial organization, I have employed theoretical techniques to examine a wide range of 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. To achieve this, we use both reduced form and structural methods.

I am extremely interested in joining NERA. I find the economic analysis, academic rigor and integrity of NERA exceptional. 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 of Consultant.

Included in my application are copies of my CV and my job market paper titled "Messaging the Bases: Tailoring of Political Ads to Audiences". Letters in support of my application from Professors Dan Bernhardt (Chair), George Deltas, and Stefan Krassa will be sent under a separate cover.

Although my family and I are happy with all three possible locations, we have slight preference for the office in Washington D.C..

I will be available for virtual interviews at the AEA Meetings 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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