

Dear Members of the Search Committee,

I am writing to apply for the position of Economist/Applied Scientist as advertised on AEA's JOE. 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.

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 Uber 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 Economist/Applied Scientist position.

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 Krasa will be sent under a separate cover.

I will be available for virtual interviews at the American Job Market in January 2022 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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