

Tuck School of Business,  
Dartmouth College.

Dear Members of the Search Committee,

I am writing to apply for the position of Assistant Professor in Economics as advertised on Interfolio. 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 Tuck. As a member of the school, I will contribute to its focus on interdisciplinary education, continue my research on strategic communication and firm pricing, and lead school service activities.

I find the research philosophy at Tuck very stimulating. I am confident that my theoretical and empirical approach to studying socially relevant topics, my motivation to actively engage in innovative research, 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 examine how politicians strategically vary ad content and placement to mobilize their base and demobilize the opposing one. In industrial organization, I theoretically investigate 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.

In addition, I have a strong interest in teaching, and I have extensive experience teaching a 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 copies of my CV and my job market paper titled “Messaging the Bases: Tailoring 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.

I will be available for virtual interviews at the AEA/ASSA meeting in January 2022. 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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