

Bates White Economic Consulting.

Dear Members of the Search Committee,

I am writing to apply for the position of Economist as advertised on AEA Joe. 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.

I am extremely interested in joining Bates White Economic Consulting. As a member of the team, I will contribute to its focus on economic research and exceptional consulting services. I am confident that my motivation for economic analysis 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 analyze 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.

Included in my application are copies of my CV, my job market paper titled “Messaging the Bases: Tailoring Political Ads to Audiences”, and transcripts. 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 AEA 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

Phone: [+1\(217\)-721-5834](tel:+1(217)-721-5834)  
Email: [ecnstnt2@illinois.edu](mailto:ecnstnt2@illinois.edu)  
Website [evangelosconstantinou.com](http://evangelosconstantinou.com)