

Associate Professor, *BI Norwegian Business School*
Citizenship: *Canadian*

Research Interests

Crowdfunding, Creator Economy, Entrepreneurial Finance, Entrepreneurial/Innovation Strategy, Digitization

Academic & Policy Positions

- 2022– **Associate Professor**, NORWEGIAN BUSINESS SCHOOL (BI), *Dept. of Strategy & Entrepreneurship*, Oslo, Norway.
 - Instructor for GRA4136 - Predictive Analytics with Machine Learning (Eval.: 3.74/4 & 4.1/5) & ELE3763 - Innovation Strategy & Technological Change (Spring 2022; Eval.: 4.2/5)
 - Guest lecturer/content co-developer, GRA3117 - Strategy, Entrepreneurship & Analytics
- 2022–2023 **Associate**, HARVARD UNIVERSITY, *Weatherhead Centre for International Affairs, Faculty of Arts & Sciences*, Cambridge, MA, USA.
- 2021–2022 **Assistant Professor**, BI NORWEGIAN BUSINESS SCHOOL, *Dept. of Strategy & Entrepreneurship*, Oslo, Norway.
 - Visiting Scholar at Bruegel Institute (Fall 2021) & KTH Royal Institute of Technology
 - Visiting professor, KTH Royal Institute of Technology
- 2020–2021 **Senior Economist/Analyst**, NORWEGIAN TAX ADMINISTRATION, *Analysis & Insights Divisions*, Oslo, Norway.
 - Perform econometric & machine learning analyses in Stata and Python to facilitate the Norwegian government's businesses compensation scheme due to the Coronavirus pandemic, incl. policy design
 - Create automatized data visualization & presentations for weekly reports to the Ministry of Finance
 - Automate processing of large financial intermediary and merchant transaction data using NLP
 - Co-author reports for OECD on the shadow economy & on new fintech risks/opportunities

Education

- 2015–2020 **Ph.D. Industrial Economics and Management**, KTH ROYAL INSTITUTE OF TECHNOLOGY, Sweden.
 - Dissertation: Essays on Financial Technology and SME Finance
 - Advisors: Anders Broström (KTH), Ali Mohammadi (CBS), Felipe Ruiz (UPM/MIT Sloan Exec.)
 - Committee: Per Strömberg (SSE), Tom Vanacker (Ghent), Carolin Bock (TUD), Samuele Murtinu (UU)
- 2015–2020 **Ph.D. in Industrial Management**, TECHNICAL UNIVERSITY OF MADRID, Spain.
With Outstanding Distinction
- 2016–2019 **Visiting Researcher**, SWEDISH HOUSE OF FINANCE, STOCKHOLM SCHOOL OF ECON., Sweden.
- 2014 **Chartered Financial Analyst (CFA) Program**, CFA INSTITUTE, *Level 1 (Passed)*.

Publications

- 2024 von Nitzsch, J., Bird, M., **Saiedi, E.**
The strategic role of owners in firm growth: Contextualizing ownership competence in private firms
Strategic Entrepreneurship Journal (AJG 4; Financial Times 50)
- 2021 **Saiedi, E.**, Mohammadi, A., Broström, A., Shafi, K.
Distrust in Banks and Fintech Participation: The Case of Peer-to-Peer Lending
Entrepreneurship Theory and Practice (AJG 4; Financial Times 50)
- 2021 **Saiedi, E.**, Broström, A., Ruiz, F.
Global Drivers of Cryptocurrency Infrastructure Adoption
Small Business Economics, 57, 353–406 (2021)
Featured in: *NASDAQ; AMB Crypto; TechHeading and KTH News*

Working Papers

- WP1 Wright, N., **Saiedi, E.**
Born global or via strategy? What the expansion of digital product startups reveals, **Submitted to AOM Conf. 2024**
Under Review at a AJG 4* JOURNAL
- WP2 **Saiedi, E.**
Is Constraint the Mother of Innovation? Investment and Innovation Effects of the Global Financial Crisis on SMEs, **AOM Proc. 2020**
To be submitted to STRATEGIC MANAGEMENT JOURNAL in Fall 2023
- WP3 Callegari, B., Luzzi, A., **Saiedi, E.***
Digital Transformation of Firms in Digitally-Laggard Industries, **AOM Proc. 2021**
- WP4 Okwir, S., **Saiedi, E.**, Sinha, V.*
Innovation Configurations & Firm Performance: An fsQCA Approach, **AOM Proc. 2021**
To be submitted to STRATEGIC MANAGEMENT JOURNAL SI in October 2023

Works-in-progress

Financing Entrepreneurship and Innovation

- WIP1 **Saiedi, Ed**, Miranda, Javier.
Early-life Experiences, Venture Financing & Growth, **Work-in-Progress**
- WIP2 **Saiedi, Ed**, Mohammadi, Ali.
Venture Capital and Innovation, **Work-in-Progress**

Digitization & Entrepreneurship/Innovation

- WIP3 **Saiedi, Ed.**
Effects of Peer Scientists on Pushing the AI Innovation Frontier, **Work-in-Progress**
- WIP4 **Saiedi, Ed**, Loh, Johannes.
Digital Entrepreneurial Strategy on Crowdfunding Platforms, **Work-in-Progress**
- WIP5 Shafi, Kourosh, Mohammadi, Ali, **Saiedi, Ed.**
Effect of Digital Tax on Entrepreneurship, **Work-in-Progress**

Prior Experiences

- 2014-2019 **Researcher, Lecturer & Teaching Assistant**, KTH ROYAL INSTITUTE OF TECHNOLOGY, *Economics & Entrepreneurship Division*, Stockholm, Sweden.
 - Analyzed financials/surveys from Orbis, ECB EC and multiple open-source fintech data
 - Lectured on Econometrics & advised theses for masters students in *Economics of Innovation* programme
 - Teaching Assistant for Econometrics, Strategy and Industrial Marketing
- 2012-2014 **Project Manager, Professional Engineer & Head of Operation Services**, GLOTMAN SIMPSON CONSULTING, Vancouver, Canada.
 - Project costing/budgeting/managing for EPC projects, incl. industrial port projects valued at \$15M
- 2011-2012 **Consultant**, READ JONES CHRISTOFFERSEN CONSULTANTS, Toronto, Canada.
- 2008-2011 **Research & Teaching Assistant**, UNIVERSITY OF CALGARY, Calgary, Canada.
 - TA for various Mathematical and Engineering Physics undergraduate-level courses

Teaching

Graduate Level

- 2021- **Instructor for GRA4136 - Machine Learning for Business**, BI Norwegian Business School, Master's Programs in Business Analytics, Entrepreneurship and Innovation, and Quantitative Finance (90+ students).
 - Teaching evaluation: mid-term: 3.74/4.0; final-term: 4.1/5.0

- 2016 & 2017 **Guest Lecturer in Econometrics**, *KTH Royal Institute of Technology*, Master's Program in Economics of Innovation and Growth.
 ◦ Received the highest departmental teaching evaluation in 2016: 6.4/7; 50+ Students
- 2018 **Teaching Assistant in Econometrics**, *KTH Royal Institute of Technology*, Master's Program in Economics of Innovation and Growth.
- 2018 **Guest Lecturer in Startup Financing**, *Stockholm School of Entrepreneurship*, From Science to Business Course.
 ◦ Taught how to finance startups to a mixed group of grad students from four Stockholm Universities
- 2018 **Guest Lecturer & Teaching Assistant in Advanced Statistics**, *Stockholm Business School*, Adv. Quantitative Methods in Accounting & Oper. Mngmt. Course.
- 2019 **Guest Lecturer in Strategy and Industrial Marketing**, *KTH Royal Institute of Technology*, Masters in Industrial Management Program.
- 2019 **Guest Lecturer in Corporate Ethics & Environment**, *Technical University of Madrid*, Intl. Master in Industrial Management.

Undergraduate Level

- 2022– **Instructor for ELE 3763 - Innovation Strategy & Technological Change**, *BI Norwegian Business School*, Multiple Bachelor's Programs at BI (60+ students).
 ◦ Teaching evaluation: mid-term: 4.2/5.0
- 2017 **Guest Lecturer in Project Finance**, *University of Toronto*, Project Finance Course.
- 2009–2010 **Teaching assistant in Statistics, Solid Mechanics and Mechanics of Materials**, *University of Calgary*, Various Engineering Programs.
- 2007 **Tutor in Structural and Geotechnical Engineering**, *Petronas University of Technology*, Summer tutoring for failed students.

Supervision

Masters Level

- 2021– **Advisor to 3 Masters students**, *BI Norwegian Business School*, Master's Program in Business Analytics.
 ◦ Advised 3 master's students on topics in VC, Innovation, and Economics of Science
- 2019 **Advisor/Seminar Leader to 6 Masters students**, *KTH Royal Institute of Technology*, Master's Program in Economics of Innovation and Growth.
 ◦ Advised 6 master's students on topics in fintech, innovation & VCs

PhD (external)

- 2022 **PhD Opponent in Mid-Term Defense of Camilla Civardi - Equity Crowdfunding: What About the Crowd?**, *Lund University, Sweden*, October 2022.

Invited Talks

Universities

- 2023 **NHH Department of Management Seminar Series**, *NHH Norwegian School of Economics*, April 2023.
- 2023 **Weatherhead Center for International Affairs Seminar Series**, *Harvard University*, February 2023.
- 2022 **Weatherhead Center for International Affairs Seminar Series**, *Harvard University*, November 2022.
- 2021 **SSE Brown Bag Seminar Series**, *Stockholm School of Economics*, November 25, 2021.
- 2021 **INDEK Seminar Series: Use of ML in Management & Economic Research**, *KTH Royal Institute of Technology*, November 18, 2021.
- 2021 **Real Estate and Finance Seminar series**, *KTH Royal Institute of Technology*, May 12, 2021.

2020 **Business Administration Brown Bag series**, *Jönköping International Business School*, January 27, 2020.

Conferences

2023 **AOM 2023**, Boston, USA, August.

2023 **Strategy Science 2023 Conference**, *LMU*, Munich, Germany, June.

2023 **DRUID 2023 Conference**, *NOVA School of Business*, Lisbon, Portugal, June.

2021 **DRUID 2021 Conference**, *Copenhagen Business School*, Copenhagen, Denmark, October.

2021 **41st Strategic Management Society Annual Conference**, Toronto (Digital), Canada, September.

2021 **81st Annual Meeting of the Academy of Management**, Digital, August.

2020 **80th Annual Meeting of the Academy of Management**, Vancouver (Digital), Canada, August.

2019 **4th Entrepreneurial Finance (EntFin) Conference**, *University of Trier*, Trier, Germany, July.

2018 **European Finance Association Annual Conference**, *University of Mannheim*, Mannheim, Germany, Aug.

2018 **Druid 2018 Conference**, *Copenhagen Business School*, Copenhagen, Denmark, Jun.

2018 **3rd Entrepreneurial Finance (EntFin) Conference**, *Politecnico di Milano*, Milan, Italy, Jun.

2018 **5th Annual IE Doctoral Symposium**, *IE Business School*, Madrid, Spain, May.

2018 **Economics of Science and Innovation Symposium**, *University of Gothenburg*, Gothenburg, Sweden, March.

2017 **6th National Swedish Ph.D. workshop in Finance**, *Stockholm School of Economics*, Stockholm, Sweden, November.

2017 **5th Crowdfunding Symposium: Regulation of FinTech**, *Technical University of Berlin*, Berlin, Germany, October.

2017 **YSI Conference on Innovation, Institutions & Governance**, *Tallinn University*, Tallinn, Estonia, September.

Industry

2023 **Oslo Business Forum**, *Oslo*, September 2023.

Grants

- **BI Basic Research Funding**, 98,000NOK, 2021.
- **European Commission's Erasmus Mundus Joint-Doctorate Fellowship**, 2014–2018.

Honors and Awards

- **Runner-Up Best Ph.D. Paper**, 6th National Ph.D. Workshop in Finance, 2017
- **Chartered Financial Analyst Program Access Scholarship**, CFA Institute, 2016
- **Queen Elizabeth II Graduate Scholarship**, University of Calgary, 2010
- **Advanced Education Achievement Scholarship**, Alberta Min. of Educ., 2010
- **Post-Graduate Paper Presentation Award**, Intl. Conference on Construction, 2008
- **Dean's List Award (Four times)**, Petronas Uni. of Tech., 2005-2008
- **Best Performance in Advanced Math**, Monash Uni. Foundation Year, 2004
- **Professional Engineer, Engineers and Geoscientists British Columbia**, 2014
- **Top Placement in Pre-University Maths**, Metropolitan of Tehran, 2003

Service

University service

- 2016–2018 **Editor-in-Chief, Capital Magazine/Executive Board Member**, *KTH Finance Society, KTH Royal Institute of Technology, Sweden.*
- Managed Uni.'s finance magazine; Coordinated, edited & proofed submissions
 - Authored two articles & interviewed Nobel prize committee chairman in econ
- 2009–2010 **Student Services Administrator**, *Graduate Students' Assoc., University of Calgary, Canada.*
- 2008–2010 **Civil Engineering Department webmaster and membership director**, *University of Calgary, Canada.*

Discussant

- 2018-2019 Annual EntFin Conference
- 2017 5th Crowdinvesting Symposium: Regulation of FinTech

Reviewing

Ad-hoc reviewer for REVIEW OF ECONOMIC STUDIES; SMALL BUSINESS ECONOMICS; ACADEMY OF MANAGEMENT ANNUAL MEETING; REVIEW OF INTERNATIONAL POLITICAL ECONOMY; EUROPEAN JOURNAL OF POLITICAL ECONOMY; and ECONOMIC ANALYSIS AND POLICY

Membership

Member of *Responsible Membership in Business and Management*; *Entrepreneurship Division of Academy of Management*; and *Technology and Innovation Management Division of Academy of Management*

Skills

Languages

English (*Native*); Norwegian/Swedish (*Intermediate/Conversational*); Persian (*Native*); Spanish (*Fluent*); Arabic (*Intermediate*)

Technical Skills

Programming: Python (scikit-learn; StatsModels; keras); Stata; SQL; SPARQL; R- & R-Studio; E-Views; Matlab; Git; LaTeX; DataRobot

Databases: Compustat; VentureXpert; Orbis; Norwegian statistisk sentralbyrå and Swedish statistiska centralbyrån (incl. MONA)

Methods: Machine Learning; Econometrics; Web-crawling; Natural language processing; Data Extraction, Management & Analysis; Qualitative Research Methods in Management, incl. fsQCA, Case Design & Analysis; Pattern Matching

Certification

- 2021 **AutoML I**, *DataRobot University*, Boston, US.
- 2014 **Professional Engineering License**, *Engineers and Geoscientists BC*, British Columbia, Canada.

References

Prof. Per Stromberg

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