

Assistant Professor, BI Norwegian Business School
Citizenship: Canadian | Norwegian Skilled Residence (to 2024)

Research and Teaching Interests

Economics of Digitization, Digital Transformation, Entrepreneurship & Entrepreneurial Finance (Crowdfunding, ICOs, Platform Economy), Innovation Strategy, Econometrics & Machine Learning

Employment

- 2021– **Assistant Professor (Non-Tenure Track)**, NORWEGIAN BUSINESS SCHOOL (BI), Dept. of Strategy & Entrepreneurship, Oslo, Norway.
- Course instructor, GRA4136 - Predictive Analytics with Machine Learning (Evaluations: 3.74/4 & 4.1/5; 90 students) & ELE3763 - Innovation Strategy & Technological Change (Spring 2022)
 - Guest lecturer/content co-developer, GRA3117 - Strategy, Entrepreneurship & Analytics

Education

- 2014–2019 **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.)
- 2014–2019 **European Doctorate in Industrial Management**, TECHNICAL UNIVERSITY OF MADRID, Spain.
With Outstanding Distinction
- 2016–2019 **Visiting Researcher**, STOCKHOLM SCHOOL OF ECONOMICS, Sweden.
- 2014 **Chartered Financial Analyst (CFA) Program**, CFA INSTITUTE, Level 1 (Passed).
- 2008–2011 **M.Sc. Engineering**, UNIVERSITY OF CALGARY, Canada, CGPA: 3.7/4.0.
- 2004–2008 **B.Eng. Engineering**, PETRONAS UNIV. OF TECHNOLOGY, Malaysia, Honours & Dean's List.

Publications

- 2021 **Saiedi, E.**, Mohammadi, A., Broström, A., Shafi, K.
Distrust in Banks and Fintech Participation: The Case of Peer-to-Peer Lending
Forthcoming at Entrepreneurship Theory and Practice (ABS 4; Financial Times 50)
- 2021 **Saiedi, E.**, Broström, A., Ruiz, F.
Global Drivers of Cryptocurrency Infrastructure Adoption
Small Business Economics, 57, 353–406 (2021) (ABS 3; Scopus Q1)
Featured in: NASDAQ; AMB Crypto; TechHeading and KTH News

Working Papers

- 2022 von Nitzsch, J., Bird, M., **Saiedi, E.**
Does Ownership Experience Matter? The Influence of Matching and Governance Experience on Firm Growth, **AOM Conf. 2022**
To be submitted to STRATEGIC MANAGEMENT JOURNAL in Summer 2022
- 2021 Callegari, B., Luzzi, A., **Saiedi, E.***
Digital Transformation of Firms in Digitally-Laggard Industries, **AOM Proc. 2021**
To be submitted to J. BUSINESS VENTURING SI in Summer 2022
- 2021 Okwir, S., **Saiedi, E.**, Sinha, V.*
Innovation Configurations & Firm Performance: An fsQCA Approach, **AOM Proc. 2021**
To be submitted to RESEARCH POLICY in Fall 2022

- 2021 **Saiedi, E.**
Turned Down in a Downturn? Investment and Innovation Effects of the Global Financial Crisis, **AOM Proc. 2020**
To be submitted to STRATEGIC MANAGEMENT JOURNAL in Fall 2022
- 2020 **Saiedi, E., Broström, A.**
Financing Decisions and Outcomes of European SMEs and Entrepreneurs in the GFC
To be submitted to JBV INSIGHTS in Summer 2022

Work-in-progress

- 2022 **Saiedi, Ed, Mohammadi, Ali.**
Venture Capital and Innovation, **Work-in-Progress**
- 2022 **Saiedi, Ed, Loh, Johannes.**
Digital Platform Governance: Paypal vs the Crowd, **Work-in-Progress**
- 2022 **Loh, Johannes, Saiedi, Ed.**
Community of Competitors: Effects of Digital Communities on Entrepreneurial Performance, **Work-in-Progress**
- 2022 **Shafi, Kourosh, Mohammadi, Ali, Saiedi, Ed.**
Taxation and Digital Entrepreneurs, **Work-in-Progress**

Experience

- 2019–2021 **Senior Economist/Analyst, SKATTEETATEN, 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
- 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– **Course Responsible/Lecturer in 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 **Co-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– **Course Responsible/Lecturer in ELE 3763 - Innovation Strategy & Technological Change**, *BI Norwegian Business School*, Multiple Bachelor's Programs at BI (60+ students).
- 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

- 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

Invited Talks

Universities

- 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

- 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.

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 Crowdfunding Symposium: Regulation of FinTech

Reviewing

Reviewer for THE REVIEW OF ECONOMICS AND STATISTICS; SMALL BUSINESS ECONOMICS; ACADEMY OF MANAGEMENT ANNUAL MEETING; 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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