

Ed Saiedi

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Assistant Professor, Dept. of Strategy & Entrepreneurship
BI Norwegian Business School

Research and Teaching Interests

Entrepreneurship, Innovation (esp. Digital), Innovation Strategy, Fintech, Entr./Corp. Finance, Econometrics/ML

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.)
 - Committee: Per Strömberg (SSE), Tom Vanacker (Ghent), Carolin Bock (TUD), Samuele Murtinu (UG)
- 2014–2020 **European Doctorate in Industrial Management**, TECHNICAL UNIVERSITY OF MADRID, Spain.
With Outstanding Distinction
 - Jury: Pablo Fernández (IESE), Francisco López (IE), Alfonso Durán (UC3M), C. Casanueva (ESCP)
- 2016–2019 **Visiting Researcher**, STOCKHOLM SCHOOL OF ECONOMICS, Sweden.
- 2015 **Chartered Financial Analyst (CFA) Program**, CFA INSTITUTE, *Level 1 (Passed)*.
- 2008–2011 **M.Sc. Engineering**, UNIVERSITY OF CALGARY, Canada, CGPA: 3.7/4.0.

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 (Financial Times 50; Impact Factor: 11)
- 2021 **Saiedi, E., Broström, A., Ruiz, F.**
Global Drivers of Cryptocurrency Infrastructure Adoption
Small Business Economics, 57, 353–406 (2021) (Scopus Q1; Impact Factor: 5.4)
Featured in: *NASDAQ; AMB Crypto; TechHeading and KTH*

Working Papers

- 2021 Luzzi, A., Callegari, B., **Saiedi, E.**
To Be The Last Man Standing: Digital Transformation of Firms in Digitally-Laggard Industries
- 2021 Okwir, S., **Saiedi, E.**, Sinha, V..
Innovation Configurations & Firm Performance: An fsQCA Approach, **AOM Proc.** 2021
- 2020 **Saiedi, E.**
Turned Down in a Downturn? Real Effects of Capital Rejections in Crises, **AOM Proc.** 2020
- 2019 **Saiedi, E., Broström, A.**
Financing Decisions and Outcomes of European SMEs and Entrepreneurs in the GFC

Experience

- 2021– **Assistant Professor**, NORWEGIAN BUSINESS SCHOOL (BI), *Dept. of Strategy & Entrepreneurship*, Oslo, Norway.
 - Course instructor, GRA4136 - Predictive Analytics with Machine Learning

- 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 - Predictive Analytics with Machine Learning**, *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

- 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

Grants

- **European Commision'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

Invited Talks

Universities

- 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

- 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 **CBS Druid 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.

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

Ad hoc reviewer for *Academy of Management Annual Meeting*; *Small Business Economics*; *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*); Spanish (*Fluent*); Norwegian (*Intermediate*); Swedish (*Intermediate*); Persian (*Native*); Arabic (*Intermediate*); French (*Basic*)

Technical Skills

Programming: Stata; Python; SQL; R- & R-Studio; E-Views; Matlab; Git; LaTeX; DataRobot

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

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

References

Prof. Per Stromberg

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Stockholm School of Economics
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Stockholm, Sweden 111 60
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