

EMPLOYMENT

University of Pittsburgh

Katz Graduate School of Business

Pittsburgh, PA

2019 –

- Assistant Professor of Business Analytics and Operations

EDUCATION

Columbia University

Ph.D. in Operations Research

New York, NY

2014 –2019

- Advisor: Adam N. Elmachtoub
- Thesis: Pricing Tools and Analysis for Emerging e-Commerce Technologies

Rutgers University

B.S. in Mathematics

New Brunswick, NJ

2010 –2014

- Minors: Computer Science, Operations Research

WORKING PAPERS

Note: All author ordering is alphabetical as is convention in OR/MS.

1. Titing Cui, Michael L. Hamilton. *Optimal Feature-Based Market Segmentation and Pricing*.
Major Revision in **Operations Research**. June 2023
 - Accepted to the 18th Conf. on Web and Internet Economics (**WINE**), 2022.
 - Third Place, INFORMS Service Science Best Cluster Paper Award, 2022.
2. Titing Cui, Michael L. Hamilton. *Pricing Strategies for Online Dating Platforms*.
Major Revision in **Manufacturing & Service Operations Management**. June 2023
3. Titing Cui, Esther Gal-Or, Mike Gordon, Michael L. Hamilton, Jennifer Shang. *The Effects of Competition on Corporate Sustainability*.
Submitted. Feb. 2023
 - Accepted to the 3rd ACM Conf. on Equity and Access in Algorithms, Mechanisms, and Optimization (**EAAMO**), 2023.
4. Michael L. Hamilton, Raghav Singal. *Churning while Experimenting: Maximizing User Engagement in a Two-sided Markets*.
Submitted. Oct. 2023
 - Finalist, 2020 RMP Data-Driven Research Challenge.
5. Alex DiChristofano, Michael L. Hamilton, Sera Linari, Mara McCloud. *Project 412Connect: Bridging Students to Communities*.
 - Accepted to the 1st ACM Conf. on Equity and Access in Algorithms, Mechanisms, and Optimization (**EAAMO**), 2021. Oral Presentation.
 - New Horizons Award for Best Paper Bridging Research and Practice at ACM EAAMO'21.

PUBLICATIONS

1. Adam N. Elmachtoub, Vishal Gupta, Michael L. Hamilton. *The Value of Personalized Pricing.*
Management Science April 2021
 - Accepted to the 15th Conf. on Web and Internet Economics (**WINE**), 2019.
 - Finalist, INFORMS Service Science Best Cluster Paper Competition, 2018.
2. Adam N. Elmachtoub, Michael L. Hamilton. *The Power of Opaque Products in Pricing.*
Management Science Jan. 2021
 - Accepted to the 13th Conf. on Web and Internet Economics (**WINE**), 2017.
 - Feature article, discussion in Management Science Review
3. Ningyuan Chen, Adam N. Elmachtoub, Michael L. Hamilton, Xiao Lei. *Loot Box Pricing and Design.*
Management Science Dec. 2020
 - Accepted to the 21st ACM Conf. on Economics and Computation (**EC**), 2020.
 - Finalist, 2021 CSAMSE Conference Best Paper Award.
 - Winner, 2019 IBM Best Student Paper Award in Service Science.
 - Presented at Federal Trade Commission (FTC) Workshop on Consumer Issues Related to Loot Boxes, 2019.

PRESENTATIONS

Notes: (*) symbol indicates the talk was given by a coauthor. The (C) indicates the talk was given online.

1. *Pricing Strategies for Online Dating Platforms*
 - CSASME (2023*), POMS Annual Conference (2023*), INFORMS Annual Meeting (2022*, 2023*), University of Toronto, Rotman Young Scholar Seminar (2022), RMP Section Conference (2022, C*), MSOM Annual Conference (2022), CORS Annual Conference (2022).
2. *Optimal Feature-Based Market Segmentation and Pricing*
 - WINE Conference (2022*), INFORMS Annual Conference (2022), INFORMS Annual Conference (2021), RMP Section Conference (2021, C), CORS Annual Conference (2021, C).
3. *The Effects of Competition on Corporate Sustainability*
 - MSOM Conference (2023*), POMS Annual Conference (2023*).
4. *Churning while Experimenting: Maximizing User Engagement in a Recommendation System*
 - University of Tulsa Seminar (2023), Pitt IE Seminar (2023), RMP Section Conference (2021, C).
5. *Project 412Connect: Bridging Students to Communities*
 - University of Tulsa Seminar (2023), YinzOR Keynote (2023), INFORMS Annual Conference (2022*, 2023*), ACM EAAMO Conference (2021, C*), Sara Fine Institute (SFI), Year in Data Seminar. (2021, C*).
6. *Loot Box Pricing and Design*
 - RMP Section Conference (2021, C*), MSOM Conference (2021*), CSAMSE Conference (2021, C*), CORS Annual Conference (2021, C*), ACM EC Conference (2020, C*), POMS Annual Conference (2020, C), INFORMS Annual Conference (2019*), Federal Trade Commission (FTC) Workshop on Consumer Issues, (2019, *).
7. *The Value of Personalized Pricing*
 - WINE Conference (2019), MSOM Conference (2018), RMP Section Conference (2018*), POMS Annual Conference (2018), INFORMS Annual Meeting (2017, 2018, 2019).
8. *The Power of Opaque Products in Pricing*

- UCLA, Anderson School of Management (2019), University of Pittsburgh, Katz Graduate School of Business (2019), WINE Conference (2017), MSOM Conference (2017), POMS Annual Conference (2017), INFORMS Annual Meeting (2016, 2018), RMP Section Conference (2016).

TEACHING

Instructor and Course Lead at University of Pittsburgh

Data Analysis for Business (BQOM 1080)

Fall 2019 - Fall 2023

Teaching Assistant at Columbia University

Operations Consulting (IEOR 4111), Learning and Optimization (IEOR 8100), Linear Programming (IEOR 4004), Stochastic Models (IEOR 4106)

Grader at Rutgers University

Introduction to Computer Science (CS 111), Calculus I & II (Math 151/152)

MENTORSHIP

PhD Student Co-Author

Enfeng Xing (*Visiting Student*), Tianjin University

Winter 2023 - Fall 2024

Kasra Tari (*Co-Advisor*), University of Pittsburgh

Fall 2022 -

Titing Cui (*Primary advisor*), University of Pittsburgh

Fall 2021 -

Alex DiChristofano (*Co-Author*), WUSTL DCDS

Fall 2020 -

PhD Thesis Committee Member

Jing Luo, University of Pittsburgh (2022)

Undergraduate Advising

Mehba Teshome (2021 → Pitt MS), Stephen Imhoff (2021 → PNC, UIUC MS), Jingyao Wu (2022 → JHU MS),

Lidong Yang (2022 → CMU MS), Tianren Wang (2023 → Columbia MS), Yusang Shen (2023 →).

AWARDS AND SCHOLARSHIPS

Awards

Third Place, INFORMS Service Science Best Cluster Paper Competition

2022

EAAMO New Horizons Award for Bridging Research and Practice

2021

Third Place, 2021 CSAMSE Conference Best Paper Award

2021

Finalist, 2020 RMP Data-Driven Research Challenge

2021

Katz 2021 Excellence in Research Award

2021

Engaged Scholarship Development Initiative Summer Design Fellow

2021

Winner, IBM Best Student Paper Award in Service Science (to *Xiao Lei*)

2019

Finalist, INFORMS Service Science Best Cluster Paper Competition

2018

JMM Outstanding Poster Presentation Winner

2014

Scholarships

Weill Scholarship

2013 - 2014

Rutgers Mathematics Honors Track

2013 - 2014

SAS Excellence Award, The Harry J. Riskin Scholarship

2012 - 2014

Scarlet Scholarship

2010 - 2014

Dean's Scholarship

2010 - 2014

Rutgers School of Arts and Sciences Honors Program

2010 - 2014

FUNDING

- University of Pittsburgh - Pitt Seed Grant, *Building DS4SJ Ecosystems: Sustaining Impact*, (co-PI with Sera Linardi, Bob Gradeck, and Nick Farnan), 2022-2023 (Amount: \$75,000).

PROFESSIONAL SERVICE

Reviewer

Journals: Management Science, Operations Research, Manufacturing & Service Operations Management, Production and Operations Management, IIE Transactions, Naval Research Logistics, Computational Management Science, INFORMS Journal of Computing.

Conferences: ACM Economics and Computation (EC) (2020, 2021), ACM Equity and Access in Algorithms, Mechanisms, and Optimization (EAAMO) (2021, 2022), WINE (2021, 2023).

Prizes: INFORMS PSOR Best Paper Award Competition (2023)

Session Chair

POMS Annual Conference 2023

INFORMS Annual Conference 2021, 2023(x2)

50th NBER Decentralization Conference: Mechanism Design for Vulnerable Populations 2020

Program Committee

WINE 2023

EAAMO 2021 - 2023

University Service

Business Analytics Task Force Committee Member 2022 -

Faculty Search Committee Member 2022, 2023

PhD Admissions Committee Member 2021 -

Faculty Judge for YinzOR Poster and Flash Talk Competitions 2022

Instructor/Coach for Katz Super Analytics Challenge 2021, 2022

Race to the Case Logistics Faculty Judge 2019, 2021, 2022

Faculty Mentor for ACM Economics and Computation (EC) 2020

Academic Job Market Panel Organizer 2018

IEOR-DRO Seminar Student Organizer 2017

OTHER EXPERIENCE

Media Math New York, NY 2017

Research Science Intern

Amazon Research Seattle, WA 2016

Research Science Intern

North Carolina State University REU Raleigh, NC 2012

Undergraduate Researcher

MISC.

Programming Languages: Python, R, Julia, L^AT_EX

Volunteering: School 2 Career (S2C) Tutor, Grief to Action (G2A) Member

Citizenship: USA

Other: Kidney donor Feb. 2023

References are available upon request.