

EMPLOYMENT

University of Pittsburgh

Katz Graduate School of Business

- Assistant Professor of Business Analytics and Operations

Pittsburgh, PA

2019 –

EDUCATION

Columbia University

Ph.D. in Operations Research

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

New York, NY

2014 –2019

Rutgers University

B.S. in Mathematics

- Minors: Computer Science, Operations Research

New Brunswick, NJ

2010 –2014

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.*

Submitted

Sept. 2022

- Accepted in The 18th Conference 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.*

Submitted

March 2023

3. Titing Cui, Esther Gal-Or, Mike Gordon, Michael L. Hamilton, Jennifer Shang. *The Effects of Competition on Corporate Sustainability.*

Submitted

Feb. 2023

4. 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 Bridging Research and Practice at ACM EAAMO'21.

5. Michael L. Hamilton, Raghav Singal. *Churning while Learning: Maximizing User Engagement in a Recommendation System.*

- Finalist, 2020 RMP Data-Driven Research Challenge.

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 implies talk was given by a coauthor. The (C) implies the talk was given online.

1. *Pricing Strategies for Online Dating Platforms*
 - 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*).
4. *Churning while Learning: Maximizing User Engagement in a Recommendation System*
 - RMP Section Conference (2021, C).
5. *Project 412Connect: Bridging Students to Communities*
 - 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** at University of Pittsburgh
Data Analysis for Business (BQOM 1080) Fall 2019 - Fall 2022
- **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**
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).

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

- **Grants**
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).
Engaged Scholarship Development Initiative (ESDI) Grant (Amount: \$3000).

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)

- **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

ACM EAAMO 2021 - 2023

- **University Service**

Business Analytics Task Force Committee Member 2022 -

Faculty Search Committee Member 2022, 2023

PhD Admissions Committee Member 2022, 2023

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

References are available upon request.