

## EMPLOYMENT

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### University of Pittsburgh

Katz Graduate School of Business

– Assistant Professor of Business Analytics and Operations

Pittsburgh, PA

2019 –

## EDUCATION

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### 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

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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 1<sup>st</sup> 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

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1. Adam N. Elmachtoub, Vishal Gupta, Michael L. Hamilton. *The Value of Personalized Pricing*.  
**Management Science** April 2021
  - Accepted to the 15<sup>th</sup> 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 13<sup>th</sup> 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 21<sup>st</sup> 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

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

1. *Pricing Strategies for Online Dating Platforms*
  - INFORMS Annual Meeting (2022, \*), 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*
  - MSOM Conference (2023, \*), 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, \*), 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

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- **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

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- **PhD Student Co-Author**  
Qiqi Hao (*Primary 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 M.S.), Stephen Imhoff (2021 → PNC), Jingyao Wu (2022 → JHU M.S.), Tianyu Tan (2022), Lidong Yang (2022 → CMU M.S.), Tianren Wang (2023 →), Ivy Chang (2023 →), Kathryn Grogan (2023 →).

## AWARDS AND SCHOLARSHIPS

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- 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
- High Honors in Mathematics (Top 4), Rutgers University 2014
- 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

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- **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

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- **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

*50<sup>th</sup> NBER Decentralization Conference: Mechanism Design for Vulnerable Populations* 2020

- **Program Committee**

*ACM EAAMO* 2021, 2022

- **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

## INDUSTRY EXPERIENCE

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- **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.

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**Programming Languages:** Python, R, Julia, L<sup>A</sup>T<sub>E</sub>X

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

**Citizenship:** USA

**Other:** Kidney donor

*References are available upon request.*