

# Marco J. W. KOTSCHEDOFF

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Citizenship: Germany

## EDUCATION

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SINCE APR 2014	<b>Goethe University Frankfurt, Germany</b> Doctoral Candidate in Economics <i>Title: Essays on Retailing and Empirical Industrial Organization</i> <i>Advisor: Prof. Dr. Roman Inderst</i>
2010 - 2012	<b>Mannheim University, Germany &amp; Toulouse School of Economics, France</b> M.Sc. in Economics - Double degree program
2007 - 2010	<b>Mannheim University, Germany</b> B.Sc. in Economics
SEP 2009 - FEB 2010	<b>Tilburg University, Netherlands</b> Visiting ERASMUS exchange student

## EXPERIENCE

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SINCE APR 2014	<b>Goethe University Frankfurt, Germany</b> <i>Research Assistant to Prof. Dr. Roman Inderst, Chair of Finance and Economics</i> <ul style="list-style-type: none"><li>• Researching on topics including retail competition, product regulation and price discrimination</li><li>• Occasionally assisting in writing expert testimonies for antitrust cases</li><li>• Supervising bachelor theses in empirical economics</li></ul>
2013 - 2014	<b>Centre for European Economic Research (ZEW), Mannheim, Germany</b> <i>Researcher, Department for Competition and Regulation</i> <ul style="list-style-type: none"><li>• Worked on policy advisory projects for heavily regulated markets, e.g. electricity and pharmaceuticals</li><li>• Conducted a study for the German Federal Ministry for Economic Affairs and Energy (BMWi) about the effects of rebate contract tenders on the generic pharmaceutical industry in Germany</li></ul>
SEP 2012 - MAR 2013	<b>German-Brazilian Chamber of Commerce, São Paulo, Brazil</b> <i>Intern, Department for Environment and Renewable Energy</i> <ul style="list-style-type: none"><li>• Prepared market studies on the Brazilian market for renewable energies</li><li>• Organized conferences and delegation trips for German small and medium-sized companies to Brazil</li></ul>

## RESEARCH

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RESEARCH FIELDS:	Empirical Industrial Organization, Quantitative Marketing, Applied Microeconomics
TOPICS:	Pricing, Demand Estimation, Consumer Behavior, Regulation, Antitrust
PUBLICATIONS:	Rabattvertragsausschreibungen in der Generikaindustrie in Deutschland: Auswirkungen auf Marktstruktur, Anbietervielfalt und Wettbewerb; <i>Bd. 104, Nomos Verlag, Baden-Baden</i> (2015; with C. BAUER ET AL.) [In German]
WORKING PAPERS:	Higher Minimum Quality Standards and Redistributive Effects on Consumer Welfare (2017; with M. PACHALI) <i>Revise and Resubmit: Marketing Science</i>  An Empirical Investigation of Store Brands and their Role to Mitigate Brand Manufacturer Price Increases (2017)
WORK IN PROGRESS:	Cost Pass-Through and Vertical Contracts: A Simulation Approach
REFeree SERVICE:	International Journal of Industrial Organization; American Journal of Agricultural Economics

## TEACHING

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2018	Methods in Empirical Industrial Organization, <b>Goethe University, Frankfurt</b> Job title: Lecturer   Level: Master
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## MISCELLANEOUS

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LANGUAGES:	German (native), English (fluent, TOEFL iBT 110/120), Portuguese (working knowledge), French (good)
SOFTWARE:	
Advanced	R, Stata, L <sup>A</sup> T <sub>E</sub> X, Microsoft Office
Intermediate	Python, GitHub, MATLAB
Basics	C++
DATA EXPERTISE:	Nielsen Homescan Data (FMCG) IMS Health Contract Monitor (Pharmaceuticals)

## SEMINARS, CONFERENCES AND SUMMER SCHOOLS

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2018	MaCCI Conference, Mannheim, Germany;
2017	CRESSE Conference, Heraklion, Greece; EEA Conference, Lisbon, Portugal; EARIE Conference (Rising Star Session), Maastricht, Netherlands
2016	BGSE Summer School: Data Science and Machine Learning (taught by Alexandros Karatzoglou), Barcelona, Spain
2015	Mannheim Summer School: Empirical Analysis of Markets with Asymmetric Information (taught by Liran Einav), Bronnbach, Germany