

# Yanbin Long

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## Education

2020–2022    **Master of Science, Aeronautics and Astronautics**

**Massachusetts Institute of Technology** – Cambridge MA, USA

Thesis Title: Airline Revenue Management with Segmented Continuous Pricing: Methods and Competitive Effects

Thesis Supervisor: Dr. Peter P. Belobaba

GPA: 4.9/5.0

2016–2020    **Bachelor of Science, Aerospace Engineering**

**University of Illinois at Urbana-Champaign** – Champaign IL, USA

Graduated with Highest Honors in College of Engineering

GPA: 3.98/4.00

## Work Experience

2022–Current    **Operations Research Data Scientist, Delta Air Lines**

Research and formulate new concepts and methods for airline inventory management.

Develop, test, and deploy internal software applications to forecast passenger demand and influence Delta's passenger ticket prices and availabilities.

Innovate Delta's airline pricing and revenue management strategies with Machine Learning-based tools.

## Research Assistantship

- 2020–2022    **Massachusetts Institute of Technology**  
                  **International Center for Air Transportation (ICAT)**  
Research focus:  
Performance of Novel Airlines Revenue Management Methods  
Effectiveness of Airline RM Systems during COVID-19 Pandemic
- 2017–2018    **University of Illinois at Urbana-Champaign**  
                  **Geubelle Research Group**  
Research focus:  
Computational Modeling for Aerospace Composite Materials

## Teaching Assistantship

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|-----------|-------------------------------------|--|
| 2017      | MATH125 - Elementary Linear Algebra | University of Illinois at Urbana-Champaign |
| 2017–2020 | AE199 - Computer Aided Design       | University of Illinois at Urbana-Champaign |

## Publications

### Journals

- [1] **Long, Y.**, Belobaba, P. (2023). Airline revenue management with segmented continuous pricing: methods and competitive effects. Journal of Revenue Pricing Management 23, 14–27 DOI: [10.1057/s41272-023-00462-6](https://doi.org/10.1057/s41272-023-00462-6)

## Skills

- Data Analytics and Modeling
- Computer Programming with Python, MATLAB, JavaScript, SQL, R, Java
- Computer Aided Design with Siemens NX, Solidworks, ANSYS
- Holder of Private Pilot License (Issued by FAA, May 2024)