

# 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.
  - Help forming Delta's business strategies by provide technical solutions to the its revenue management business units.

## 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)