

# Ahmadreza Mostajabi

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## Education

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### London Business School

PhD, Strategy and Entrepreneurship (MRes 2020-2022)

Sep 2020 - In Progress

### Sharif University of Technology

M.Sc, Business Administration

Sep 2016 - Aug 2018

GPA: 18.63/20

### Shiraz University

B.Sc, Computer Software Engineering

Sep 2012 - Aug 2016

GPA: 18.46/20

## Research Interests

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- Competitive and Innovative Dynamics
- Platform Strategy

## Research Projects

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### Platform Entry and Innovation: The Role of Adjustment Costs in Shaping Complementor Strategy

- Under Review at Strategic Management Journal. Presented at SMS, AOM, DRUID, and BU Platform Summit.
- In collaboration with Prof. Aldona Kapacinskaite (Bocconi)

### The double-edged sword of resolving market friction in platform markets

- In collaboration with Prof. Keyvan Vakili (LBS) and Prof. Aldona Kapacinskaite (Bocconi)

### The Double-Edged Sword of Market Segmentation: The Search-Quality Trade-off

- Solo Authored

## Conferences and Seminars

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### Platform Paper Development Seminar

Presenter Sep 2022

Bocconi University, IT.

### Academy of Management

Presenter Aug 2022

Seattle, U.S.

### BU Platform Summit

Presenter July 2022

BU, U.S.

### SMS Special Conference

Presenter June 2022

Bocconi University, Milan

### DRUID

Accepted for presentation June 2022

Copenhagen, Denmark

### Transatlantic Doctoral Conference

Conference Lead - Reviewer - Attendee June 2022

LBS, UK

### Ghoshal Conference

Attendee May 2022

LBS, UK

### Ghoshal Conference

Attendee May 2021

LBS, UK

### Transatlantic Doctoral Conference

Reviewer - Attendee May 2021

LBS, UK

### Management of Technology and Innovation Conference

Attendee Dec 2018

IRAMOT, Iran

### Multi-sided Market Strategy Seminar

Presenter Oct 2018

HEC Paris, France

## Honors and Awards

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- Sharif University's Top Educational Student; 2017
- Shiraz University CSE Department's Top Student; 2016
- Iran National Elites Foundation's Educational Award; 2016
- Direct entrance to Sharif University's masters program by being exempt from entrance exam; 2016

## Teaching Experiences

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<b>Digital Strategy</b>		<b>London Business School</b>
Teacher Assistant	Spring 2022, Summer 2022	
<b>Change Management</b>		<b>Sharif University of Technology</b>
Teacher Assistant	Spring 2019, Fall 2019, Spring 2020	
<b>Platform Strategy</b>		<b>Sharif University of Technology</b>
Teacher Assistant	Spring 2018	
<b>Organizational Behavior</b>		<b>Sharif University of Technology</b>
Teacher Assistant	Spring 2017	
<b>Principles of Programming</b>		<b>Shiraz University</b>
Teacher Assistant	Spring 2014	
<b>Fundamentals of Computer Programming</b>		<b>Shiraz University</b>
Teacher Assistant	Fall 2013, Fall 2014	
<b>English as a Second Language</b>		<b>BLI</b>
Teacher	Fall 2015, Winter 2015, Spring 2016, Summer 2016	

## Test Scores

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- TOEFL iBT: 117/120 [Reading:30 Listening:30 Speaking:28 Writing:29]
- GRE General: Quantitative Reasoning 168 (93%), Verbal Reasoning 159 (83%), Analytical Writing 4.5 (81%)

## Selected Work Experiences

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<b>Senior Product Manager - Snapp!</b>	<b>Feb 2019 – July 2020</b>
Core Product Manager of Snapp Ride-hailing Passenger Application, with almost 2 million rides per day	
<b>Product Manager - NoticeMe IM</b>	<b>2016 – 2017</b>
Co-founder and Product Manager of NoticeMe, an instant messaging, multi-platform application designed for Shiraz University, under supervision of Dr. Farshad Khunjush	
<b>Product Developer and Financial Analyst - Algotfund</b>	<b>2016 – 2017</b>
Financial analysis and algorithm development for Algotfund, an algorithm trading and market making platform designed for stock market	

## Extra-Curricular Activities

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<b>TADC Conference</b>	<b>2022</b>
London Business School - Conference Lead	
<b>PhD Student Representative - SE Department</b>	<b>2022</b>
London Business School	
<b>BTIU Conference</b>	<b>2013-2015</b>
Shiraz University - President 2015, Vice President of Logistics 2013-2014	
<b>Scientific Association</b>	<b>2013-2015</b>
Shiraz University, CSE Department - Core Member of the Association	