



Andrey Minaev

 minaev.io

 aminaev@crai.com

 [linkedin.com/in/andrey-minaev](https://www.linkedin.com/in/andrey-minaev)

 +1 (202) 352 5427

EDUCATION

PhD in Economics , The University of North Carolina at Chapel Hill, USA	Aug 2015 – May 2021
MA in Economics , New Economic School, Russia	Sep 2013 – Jun 2015
MS & BS in Mathematics and Physics , Moscow Institute of Physics and Technology, Russia	Sep 2005 – Jun 2011

WORKING EXPERIENCE

Senior Associate , Charles River Associates Int. <ul style="list-style-type: none">· Help attorneys and clients navigate complex economic issues in a mergers and competition litigation· Conduct data-driven research for different context reflecting business problems· Delivering research results to colleagues and clients using presentations and correspondence	Aug 2021 – Present
Lecturer , The University of North Carolina at Chapel Hill <ul style="list-style-type: none">· Teaching Intermediate Microeconomics and Statistics (10 semesters in total)· Conduct lectures for a hundred students· Developed lecture materials emphasizing basic theories in microeconomics· Adapted the presenting of economic concepts for easy understanding by non-econ majors	Aug 2017 – May 2021
CEO , Air conditioners online store <ul style="list-style-type: none">· Built and implemented company development strategy.· Organized all company's business processes, including procurement, advertising, sales, and distribution· Managed a team of four employees and several freelancers· Participated in government and corporate procurement contracts.	Nov 2010 – Oct 2012
Business Analyst , Strategy Consulting <ul style="list-style-type: none">· Built business process map of the textile factory with 100 workers· Conducted research of textile market helping to tailor the factory market strategy	Sep 2009 – Nov 2010
Marketing Intern , Microsoft <ul style="list-style-type: none">· Conducted market research of Microsoft Healthcare potential customers needs· Helped to organize the conference for hospitals administrators	Jun 2008 – Sep 2008

RESEARCH EXPERIENCE

Ph.D. Candidate , The University of North Carolina at Chapel Hill <ul style="list-style-type: none">· Built game-theoretical models of studied concepts· Identified and collected appropriate data to test the hypotheses· Applied statistician and econometric methods to data using R programming language· Regularly presented results at conferences and research seminars	Aug 2015 – May 2021
Research Assistant for Yunzhi Hu , Kenan-Flagler Business School <ul style="list-style-type: none">· Co-designed and solved the model of Bank Lending, Covenants and Investment Control· Illustrated the model by the computational exercise coded using Wolfram Mathematica	Jun 2018 – Jan 2019
Research Assistant for Jonathan W Williams , The University of North Carolina at Chapel Hill <ul style="list-style-type: none">· Scraped from the web and cleaned data using R. Merged several databases	Jul 2017 – Dec 2017
Research Assistant for Ruben Enikolopov , New Economic School <ul style="list-style-type: none">· Using Python, built the script scraping data by mimicking human internet users' actions· Used text analysis techniques to estimate Facebook users emotions in their posts	Jan 2014 – Jun 2014

RESEARCH PAPERS

Consumer Data and Consumer Welfare: Evidence from the Hotel Booking Market (Job Market Paper) <ul style="list-style-type: none">· Found that consumers lose on average 2% utility if platforms as Amazon and Expedia uses consumer personal data for product targeting· Built a novel method of demand estimation that decreases computational problem intensity factorially using recent theoretical findings· Estimated model parameters by MLE method using R. Simulated firms pricing competition by numerical parallel computations
Markets with Search Frictions and Partially Informed Intermediary <ul style="list-style-type: none">· Built a model of optimal consumer search on product targeting platforms like Amazon and Google· Found that better platform's information about consumers preferences might lead to a worse consumer-product match
Firms Entrance and Market Power. The Case of Ranking Platforms with Ordered Consumer Search <ul style="list-style-type: none">· Showed by a game-theoretic model, that new seller entrance on the Amazon platform might increase the market price.

SKILLS

Stata, Python, R, Wolfram Mathematica, Git, \LaTeX , Bash, Unix, Excel VBA, Power Point
Auctions, Demand Estimation, Demand with Search Frictions, Hypothesis Testing, A/B Testing, Text Analysis