

Andrey Minaev

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EDUCATION

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| Ph.D. in Economics , The University of North Carolina at Chapel Hill, USA | Aug 2015 – May 2021 (Expect.) |
| M.A. in Economics , New Economic School, Russia | Sep 2013 – Jun 2015 |
| M.Sc. in Math and Computer Science , Moscow Institute of Physics and Technology, Russia | Sep 2009 – Jun 2011 |
| B.Sc. in Math and Physics , Moscow Institute of Physics and Technology, Russia | Sep 2005 – Jun 2009 |

RESEARCH EXPERIENCE

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| 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 – Present |
| 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 |

WORKING EXPERIENCE

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| Teaching Fellow , 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 – Present |
| CEO , Air conditioners online store <ul style="list-style-type: none">· Built and implemented company development strategy. Raised annual revenue from \$0 to \$300,000· 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. Made deals for \$100,000 | Nov 2010 – Oct 2012 |
| Business Management Analyst , SBS Management 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· Regularly presented the results to clients and other team members | 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 PAPERS

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| 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

Python, R, Wolfram Mathematica, Stata, Git, \LaTeX , Bash, Unix, Excel VBA, Power Point
Auctions, Demand Estimation, Demand with Search Frictions, Hypothesis Testing, A/B Testing, Text Analysis
MLE, GMM, Regression Analysis, Lasso, Ridge, Regression and Classification Trees, Random Forest, K-means Clustering