VANSH GUPTA

540 Memorial Drive, Apt 401 ⋄ Cambridge, MA 02139
(917) 615 9773 ⋄ vansh@mit.edu ⋄ vansh-gupta.com
Innovation ⋄ Urban ⋄ Genoeconomics ⋄ Incentives

EDUCATION

Massachusetts Institute of Technology

PhD in Behavioral and Policy Sciences, *Sloan School of Management* 2025 - 2030 *(Expected)*
Concentration: Technological Innovation, Entrepreneurship, & Strategic Management

S.M. in Management Research, *Sloan School of Management* 2025 - 2027 *(Expected)*

Cornell University *Magna Cum Laude; Dean's List For All Semesters*

B.S. in Biometry & Statistics, *Bowers College of Computing and Information Science* 2023
Concentrations: Mathematical Statistics; Computational Statistics & Data Management **GPA:** 3.95

B.S. in Applied Economics & Management, *Dyson School of Applied Economics & Management* 2023
Research Honors Thesis (Distinction) in Social Science ⋄ Dyson Diversity Scholar **GPA:** 3.92

AFFILIATIONS

- **Research Affiliate**, Innovation Growth Lab (IGL)
  Affiliated with IGL, a global innovation & entrepreneurship policy and research initiative led by NESTA.

- **Approved Researcher**, UK Biobank
  Approved to access data from UK Biobank for scientific research purposes.

FELLOWSHIPS & GRANTS

- **Kalim Family Fund Fellowship** 2025
  Fellowship award funded by Fernanda and Marcelo Kalim for doctoral studies.

- **MIT Sloan Doctoral Fellowship** 2026–2030
  Full fellowship awarded by the MIT Sloan School of Management for doctoral studies.

ACADEMIC ARTICLES

Revise & Resubmit

- **Incentivizing Innovation in Open Source: Evidence from the GitHub Sponsors Program**
  R & R at **Management Science**
  NBER Working Paper 31668 with co-authors Annamaria Conti, Jorge Guzman, and Maria Roche
  Media Coverage:
    - NBER Bulletin on Entrepreneurship
    - Harvard Business School Working Knowledge Newsletter

Works in Progress

- **Local Government State Capacity: Evidence from Brazil**
  Work in progress with co-authors Michael Best, Renata Lemos, and Daniela Scur

- **Municipal Responses to Natural Disasters: Evidence from Brazilian Municipalities**
  Work in progress with co-authors Michael Best, Renata Lemos, and Daniela Scur

- **Sponsorships as Incentives for Innovation**
  Sole-authored work in progress

Inactive Projects

- [Approaches and Resources for Improved Student Outcomes: Evidence from Brazilian Schools](#)
  Independent Working Paper

RESEARCH-BASED EMPLOYMENT

- **Antitrust & Competition Economics - Associate & Data Scientist, Charles River Associates**
  February 2023 - April 2025
  Produced economic analyses evaluating the competitive effects of healthcare mergers in the US, building on research from industrial economics, urban economics, and healthcare economics.

- **Dean's Summer Research Fellow, Columbia Business School**
  June 2022 - July 2022
  Worked under the guidance of Jorge Guzman, co-authoring with Maria Roche and Annamaria Conti for Incentivizing Innovation in Open Source: Evidence from the GitHub Sponsors Program.

- **Research Assistant, Cornell Dyson School of Applied Economics & Management**
  Feb 2021 - May 2023
  Worked under the guidance of Daniela Scur, co-authoring with Michael Best and Renata Lemos for State Capacity & Responses to Natural Disasters: Evidence from Brazilian Municipalities.

- **Data Reproducibility Researcher, American Economic Association**
  May 2021 - August 2021
  Responsible for reproducing results in manuscripts submitted for review to AEA journals for the AEA Data Editor, Lars Vilhuber.

- **NLP Research Assistant, Cornell University**
  Jan 2021 - October 2021
  Worked under the guidance of Reza Moghimi, studying Twitter sentiment's effects on the financial markets.

TALKS

Theoretical and Applied Development - Presentations On Learning & Experiences
Cornell University, Department of Global Development, Ithaca, NY (April 20, 2023).

Development, Firms, & Labor Research Working Group Presentation
Cornell University, Dyson School of Applied Economics & Management, Ithaca, NY (March 17, 2023).

Strategy & Innovation Research Presentation
Columbia University, Columbia Business School, New York, NY (July 28, 2022).

TEACHING

TA - CS 2110: Object-Oriented Programming & Data Structures *(Feb 2022 - May 2022)*

TA - CS 1112: Introduction to Computing Using MATLAB *(Feb 2021 - Dec 2021)*

SOFTWARE DEVELOPMENT

- **[Open Source] R Package: STE**
  R Package to implement the framework developed in Treatment Effects in Managerial Strategies, using machine learning (random forest) in a causal inference setup to estimate strategic treatment effects.

- **[Open Source] Python: Upload-To-Zenodo**
  Python code to parse directories and upload the replication code to Zenodo. This is used by the American Economic Association replication team for smoother synchronization of their files.

- **Python & STATA Package, EXE: Google Maps API - Geocoding & Distance Matrix Calculator**
  Used Python, Azure, and Google Cloud to create and maintain a secure environment that authenticates a user within the organization and provides an easy interface for geocoding and routing calculations for coordinates.

- **Python Package, EXE: Interactive Map Creator**
  Pioneered the use of fully customizable and native interactive maps as legal support exhibits. Innovated internal tools to make this technology readily available to all employees within the firm without prior training.

PROFESSIONAL WORK EXPERIENCE

- **Ascenta Management Consulting**
  Founder & CEO, August 2019 - May 2023
  Recognized as one of India's Top 10 Consultants (CEOInsights Magazine).

- **Meta**
  Big Data & Market Intelligence Analyst Extern, February 2022 - May 2022

- **Grant Thornton International LLP**
  Research Trainee – Global Research Centre, December 2018 - January 2019

PROGRAMMING SKILLS

Scripting Languages: Python, Java, Visual Basic (VBA), JavaScript (Intermediate)
Statistical Analysis: STATA, MATLAB, R, SAS (Exposure), Fortran (Exposure)
Mapping & Spatial Data: ArcGIS Pro, Google Maps API, Folium/Leaflet (Interactive Maps)
Data Scraping: PDFPlumber, BeautifulSoup, Selenium, HTML
Big Data & Data Management: Microsoft Azure, Databricks, SQL, GraphQL, Excel, Google Cloud
Data Visualisation: Tableau, Adobe InDesign, kepler.gl

HONORS, AWARDS, & MEDIA COVERAGE

- (2025) Recipient of the Innovation Award at Charles River Associates, in recognition of my contributions to building internal tools for creating interactive maps.

- (2024) Recipient of the Innovation Award at Charles River Associates, in recognition of my contributions to building internal tools to process spatial data.

- (2023) Distinction in Social Science research, with Magna Cum Laude honors at Cornell University.

- (2022) Recognized as one of India's Top 10 Business Consultants by CEOInsights Magazine India for my work with Ascenta Consulting.

- (2022) Recognized as a Dyson Diversity Scholar at Cornell University.

LANGUAGES & CITIZENSHIP

Languages: English (Native), Hindi (Native)   **Citizenship:** India

INTERESTS

Transport Systems, Urban Design, Cartography, Aviation, Competition Law, Parkour, Hands-Free Biking