

# Gengbin Piao

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Tel: 857-205-3797 | Department of Economics, 1 Brookings Drive, St Louis, MO, 63130

## Professional Summary

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Data-oriented Economics PhD candidate, specializing in empirical industrial organization, with practical experience as a Summer Associate at a leading economic consulting company. Skilled in discrete choice consumer demand estimation and dynamic models of firm competition. Collaborative, detail-oriented, and adaptable, with a strong commitment to continuous learning and professional growth.

## Work Experience

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**Analysis Group, Inc.**, Summer Associate

Denver, CO

June 2025 – August 2025

- Constructed models of deferred revenue, deferred expenses, and net working capital to assess a private company's financial position, supporting the recovery of business loans worth more than \$50 million.
- Researched fraudulent transfers, solvency, and valuation issues through comprehensive literature searches and hundreds of internal documentation reviews; drafted supporting memoranda for case teams.
- Collaborated with case teams to draft, refine, and audit expert reports and client deliverables, translating complex analysis into clear and accessible insights under tight deadlines.

## Research

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**Endogenous Product Choices and Optimal Regulations: A Case of E-Cigarettes** (Job Market Paper)

- Estimated a random-coefficient logit model of e-cigarette demand using scanner data to analyze consumer preferences over price and product characteristics like nicotine concentration and flavoring.
- Modeled product entry dynamics under policy shocks and derived health-effect thresholds required for welfare-improving regulation.

**Strategic Interactions in Ambulance Diversion: a Dynamic Game of Emergency Departments in San Francisco County** (with K. Ioannides and J. Lin)

- Collected and analyzed EMS data across eight receiving hospitals in San Francisco from 2015 to 2020.
- Developed a discrete-time dynamic game of emergency department diversion decisions; simulated regulatory policy alternatives to assess equilibrium outcomes.

## Education

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**Washington University in St. Louis**, PhD in Economics

Sept 2019 – May 2026

- Committee Chair: Stephen P. Ryan (Olin Business School)
- GPA: 3.83/4.0
- **Coursework:** Advanced Microeconometrics, Structural Microeconometrics, Theory of Statistics I

**Tufts University**, M.S. in Economics

Sept 2017 – May 2019

- Main Advisor: Ujjayant Chakravorty
- Thesis Title: Forest Resources and Armed Conflict in Sub-Saharan Africa
- GPA: 3.96/4.0

**Central University of Finance and Economics**, B.A. in Economics

Sept 2013 – May 2017

## Technical Skills

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**Programming Languages:** Python (NumPy, SciPy, Pandas), SQL, Stata, MATLAB, R

**Other Software:** MS Excel, ArcGIS

## Awards

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Department Research Fellowship	2018
Tufts Summer Scholarship	2018

## Other Experiences

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### Teaching Assistant

Applied Econometrics (eval: 4.1/5)	2021 - 2023, Fall
Introduction to Econometrics with Writing (eval: 4.5/5)	2021 Fall -2023 Spring
Macroeconomics I	2018 Fall

### Research Assistant

Professor Yannis Ioannides	2017 - 2018
Professor Binkai Chen	2014 - 2016

## Additional Information

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**Languages:** English, Mandarin