

## Jiayu Kamessi Zhao

MIT Operations Research Center (ORC)  
Tel: +1 (313) 335-4077

Email: [kamessi@mit.edu](mailto:kamessi@mit.edu)  
Webpage: <https://kamessizhao.github.io/>

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### APPOINTMENTS Assistant Professor

July 2026 (Expected)

Operations, Information, and Technology Area, Graduate School of Business  
Stanford University, Palo Alto, CA

### Research Scientist

July 2025 - May 2026

Marketplace Optimization Team  
Waymo LLC, Mountain View, CA

### EDUCATION

**Massachusetts Institute of Technology (MIT)**, Cambridge, MA      2020 - 2025  
PhD in Operations Research  
GPA: 5.0/5.0      Advisor: Daniel Freund

**Columbia University**, New York, NY      2016 - 2020  
B.S. in Operations Research  
Summa Cum Laude

### RESEARCH INTERESTS

My research studies how two-sided service platforms, via algorithm and market designs, incentivize agents' flexibility to enhance operational efficiency. Through the lens of flexibility designs, I aim to (i) manage incentives across both supply and demand sides of platforms to improve matching efficiency, and (ii) align agents' incentives to adopt new technologies, such as deploying autonomous vehicles on mobility platforms. In tackling these challenges, I apply tools from game theory and stochastic decision-making to transportation, e-commerce, and other platform applications.

### PUBLICATIONS AND PREPRINTS

*"Two-sided Flexibility in Platforms,"* with Daniel Freund and Sébastien Martin.  
Under Review at **Operations Research**, 2025. Available at Arxiv 2404.04709.

- **MIT ORC Best Student Paper Award**, 2024
- Accepted for presentation at 2024 MSOM Conference
- Accepted for presentation at 2024 Revenue Management & Pricing Conference
- Accepted for presentation at 2024 Marketplace Innovation Workshop

*"On the Supply of Autonomous Vehicles in Platforms,"* with Daniel Freund and Ilan Lobel. Major Revision at **Manufacturing & Service Operations Management**. Available at SSRN 4178508.

- **Twenty-Fifth ACM Conference on Economics and Computation (EC'24)**
- Accepted for presentation at **2024 MSOM Supply Chain Management SIG**
- Accepted for presentation at 2023 Revenue Management & Pricing Conference
- Accepted for presentation at 2023 Marketplace Innovation Workshop

*"On the Power of Delayed Flexibility: Balls, Bins, and a Few Opaque Promotions,"* with Daniel Freund and Chamsi Hssaine.

Under Review at **Operations Research**, 2025. Available at Arxiv 2306.01968.

- Accepted for presentation at 2025 Marketplace Innovation Workshop

*"Overbooking with Bounded Loss,"* with Daniel Freund. 2022.

**Mathematics of Operations Research** 48(3): 1344-1363.

- **Twenty-Second ACM Conference on Economics and Computation (EC'21)**
- Accepted for presentation at 2021 Marketplace Innovation Workshop

## WORK IN PROGRESS

*“The Value of a Little Flexibility in Stable Matching,”* with Daniel Freund and Sébastien Martin.

*“Incentivizing Driver Commitment through Priority Dispatch,”* with Daniel Freund.

## EXPERIENCES

**Uber Technologies, Inc.**, San Francisco, CA Summer 2023 & 2024  
*Applied Scientist Intern* Supervisors: Ali Sadighian, Shaiza Qayyum, AJ Friend

- Uber Eats Eater Realtime Pricing Team (ERTP)
- Improved the convex optimization program for Uber Eats’ real-time pricing and incentive design; enhanced the real-time acceptance rate model and the chained supply model for mitigating surge demand

**MIT ORC**, Cambridge, MA 2020 - Present  
*Research Assistant* Supervisor: Daniel Freund

**Simons Institute for the Theory of Computing**, UC Berkeley, CA Fall 2022  
Participant of the Data-Driven Decision Processes Program

**Columbia IEOR Department**, New York, NY 2018 - 2020  
*Research Assistant* Supervisors: Jay Sethuraman, Soulaymane Kachani.

## TEACHING

**MIT**, Cambridge, MA  
TA for *15.761 Operations Management* (MBA; 200 students). Spring 2022, 2023, 2024  
TA for *15.S25 Experience in Operations Research* (PhD; 20 students) Summer 2022

**Columbia University**, New York, NY  
TA for *Math 2030 Ordinary Differential Equations* (Undergrad; 40 students) Fall 2018  
TA for *IEOR E3658 Probability for Engineers* (Undergrad; 80 students) Fall 2018

## SELECTED TALKS

*“The Value of a Little Flexibility in Stable Matching”*

- INFORMS APS Conference, Jul 2025, Atlanta GA

*“On the Power of Delayed Flexibility: Balls, Bins, and a Few Opaque Promotions”*

- Marketplace Innovation Workshop, May 2025, Virtual

*“Two-sided Flexibility in Platforms”*

- INFORMS APS Conference, Jul 2025, Atlanta GA
- University of British Columbia, Imperial College, London Business School, University College London, National University of Singapore, New York University, University of Toronto, Duke University, Stanford University, Columbia University
- INFORMS Annual Meeting, Oct 2024, Seattle WA
- Inaugural OM Rookiepalooza at Kellogg, Oct 2024, Evanston IL
- MIT ORC Fall Seminar Series, Nov 2024, Cambridge MA
- RMP Conference, Jul 2024, Los Angeles CA
- MSOM Conference, Jul 2024, Minneapolis MN
- Marketplace Innovation Workshop, May 2024, Virtual
- MIT LIDS Student Conference, Feb 2024, Cambridge MA
- Xi’an Jiaotong University, Jan 2024, Xi’an, China
- Shanghai University of Finance and Economics, Dec 2023, Shanghai, China

*“On the Supply of Autonomous Vehicles in Platforms”*

- MIT Operations Management Seminar, Oct 2024, Cambridge MA
- MSOM Conference Supply Chain Management SIG, Jun 2024, Minneapolis MN
- INFORMS Annual Meeting, Oct 2023, Phoenix AZ
- Cornell Young Researchers Workshop, Oct 2023, Ithaca NY
- MSOM Conference, Jun 2023, Montreal
- INFORMS Annual Meeting, Oct 2022, Indianapolis IN
- Marketplace Innovation Workshop, May 2023, Virtual

*“Overbooking with Bounded Loss”*

- EC’21, Jul 2021, Virtual
- INFORMS Annual Meeting, Oct 2021, Virtual
- ORC Student Seminar, Apr 2022, Cambridge MA

<b>PROFESSIONAL SERVICES</b>	MIT ORC Seminar Series student coordinator	Fall 2023
	MIT Operations Management Seminar student co-organizer	2021 - 2023

<b>HONORS AND AWARDS</b>	MIT ORC Best Student Paper Award,	2024
	The Sebastian B. Littauer Award, Columbia University	2020
	Tau Beta Pi Honor Society, Columbia University (NY Chapter)	2018 - 2020
	The Dean’s List, Columbia University,	2016 - 2020
	C.P. Davis Scholar, Columbia University	2016

<b>REFERENCES</b>	<b>Daniel Freund</b> , MIT ( <b>Ph.D. Advisor</b> )
	Assistant Professor of Operations Management Sloan School of Management ✉ <a href="mailto:dfreund@mit.edu">dfreund@mit.edu</a>
	<b>Ilan Lobel</b> , New York University Professor of Technology, Operations and Statistics Stern School of Business ✉ <a href="mailto:ilobel@stern.nyu.edu">ilobel@stern.nyu.edu</a>
	<b>Sébastien Martin</b> , Northwestern University Assistant Professor of Operations Kellogg School of Management ✉ <a href="mailto:sebastien.martin@kellogg.northwestern.edu">sebastien.martin@kellogg.northwestern.edu</a>