
Education

C.T. Bauer College of Business, University of Houston Doctor of Philosophy, Empirical Marketing Advisor: Prof. Michael Ahearne	2021 – present
University of Hyderabad, Hyderabad, India Integrated Program in Financial Economics (MA)	2014 – 2019

Research Interests

Substantive:	Sales Force Well-being, Sales Force Management, Sales Incentives, Sales Force Structure
Methodological:	Causal Modeling, Machine Learning, Natural Language Processing, and Text Mining

Working Papers

“How does changing careers into sales impact a person’s life? A longitudinal study of life satisfaction in the sales career” with Johannes Habel and Michael Ahearne, Arpit Agarwal

“Entrepreneurial Journeys: A Causal Study of Well-Being in New Entrepreneurs” with Johannes Habel and Michael Ahearne, Arpit Agarwal

“So Near Yet So Far: The Impact of Near Misses on Salesperson Turnover,” with Arpit Agarwal, Johannes Habel, Michael Ahearne, and Yashar Atefi under revision Journal of Marketing Research.

“Keep the Momentum: Do Early Wins Affect Future Sales Outcomes?” with Arpit Agarwal, Johannes Habel and Michael Ahearne.

Research Experience

Bauer College of Business, University of Houston, Houston, TX Graduate Assistant to Prof. Michael Ahearne	2021 – present
Indian School of Business, Hyderabad Research Associate with Prof. S. Arunachalam	2019 – 2021

Professional Experience

Xactly Corporation Academic Consultant	2023 – present
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Service

Reviewer AMA Winter Conference	2024
Reviewer AMA Summer Conference	2024

Relevant Coursework

Marketing Courses

Marketing Research Method (Dr. Ed Blair)	Fall 2021
Marketing Management and Strategy (Dr. Mike Ahearne)	Spring 2022
Marketing Models (Dr. Kachuen Sam Hui)	Fall 2022
Organizational Behavior and Management Theory (Dr. Derek Avery)	Spring 2023
Seminar in Quantitative Marketing (Dr. Sriram Venkataraman)	Spring 2020

Methods Courses

Mathematical Optimization Techniques for Economics	Fall 2017
Game Theory	Spring 2018
Financial Econometrics	Fall 2018
Financial Modelling	Spring 2019
Probability	Fall 2019
Linear Algebra	Fall 2019
Data Analytics for Marketing	Fall 2018
Econometrics – Cross Sectional data	Fall 2019
Econometrics – Panel data	Spring 2020
Applied Econometric Analysis	Spring 2022
Game Theory	Spring 2020
Quantitative Economic Analysis	Fall 2021
Microeconomics Theory	Fall 2021
Data Science and Machine Learning	Spring 2022
Advanced Topics in Econometrics	Spring 2023
Northwestern Advance Causal Inference Workshop	Fall 2022

Awards

Bauer PhD Fellowship	2024
Reviewer AMA Winter Conference	
University of Houston Presidential Fellowship	

Computer Skills

R, STATA, Python, MPlus, EViews

Additional Information

Languages known: Hindi (Native), and English (Fluent),