

June 2022

Marat Ibragimov

MIT Sloan School of Management
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EDUCATION

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|---------------------|---|
| 2023 (<i>exp</i>) | MIT Sloan School of Management, Cambridge, MA, USA
Ph. D., Quantitative Marketing |
| 2018 | New Economic School, Moscow, Russia
M.A., Economics |
| 2017 | Moscow Institute of Physics and Technology, Moscow, Russia
M.S., Applied Physics and Mathematics |
| 2015 | Moscow Institute of Physics and Technology, Moscow, Russia
B.S., Applied Physics and Mathematics |

RESEARCH INTERESTS

Machine learning, Targeted marketing, Field experiments, Consumer search, Online retail

WORKING PAPERS

- “Customer Search and Product Returns” (2022) (with Siham El Kihal and John R. Hauser). *Job Market Paper*
- “Leveraging the Power of Images in Predicting Product Return Rates” (2022) (with Daria Dzyabura, Siham El Kihal and John R. Hauser) Revise & resubmit, *Marketing Science*
- “Transferring Information Between Marketing Campaigns to Improve Targeting Policies” (2022) (with Artem Timoshenko, Duncan Simester, Jonathan Parker, and Antoinette Schoar) Preparing for submission to *Management Science*

WORK IN PROGRESS

- “Guiding customer online search by optimizing pre-search filter tools” (with John R. Hauser)

AWARDS, FELLOWSHIPS, AND GRANTS

ISMS Doctoral Consortium Fellow, 2022
MIT Sloan School of Management Fellowship, 2018-2023
The Petr Aven Scholarship, 2017-2018
The Leonard Blavatnik Scholarship, 2017-2018
The Boris Mints Scholarship, 2016-2017
New Economic School Fellowship, 2016-2018
Increased Federal Academic Scholarship, 2015
The Abramov-Frolov Scholarship, 2011-2014
Finalist in all-Russian subject Olympiad in Physics, 2011

ACADEMIC SERVICE

Ad-hoc reviewer: Management Science

TEACHING EXPERIENCE

2021-2023	MIT Sloan School of Management, Cambridge, MA, USA Teaching Assistant for John R Hauser, Listening to customer (MBA)
2021	MIT Sloan School of Management, Cambridge, MA, USA Teaching Assistant for John R Hauser, Seminar on Measurement Issues (PhD)
2018	New Economic School, Moscow, Russia Teaching Assistant, Econometrics Sequence (Graduate Students)

INDUSTRY EXPERIENCE

2015 – 2016	Intern, Advisory Services – Performance Improvement, EY, Moscow, Russia
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RELEVANT COURSEWORK

Computer Science	Machine Learning, Deep Learning, Inference and Information, Algorithms for Inference, Advanced Natural Language Processing
Economics	Graduate Microeconomics Sequence, Industrial Organization, Graduate Econometrics Sequence, Nonlinear Econometrics, Experimental Design and Causal Inference
Operations Research	Mathematical Programming, Optimization Methods, Theory of Operations Management

REFERENCES

John R. Hauser (co-chair)

Kirin Professor of Marketing
MIT Sloan School of Management
hauser@mit.edu

Duncan Simester (co-chair)

NTU Professor of Marketing
MIT Sloan School of Management
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Daria Dzyabura

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New Economic School
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