Maxime C. Cohen

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I am the Scale AI Chair Professor of Retail and Operations Management, co-director of the Retail Innovation Lab, and a Bensadoun Faculty Scholar at McGill University. I am a Scientific Advisor in AI and Data Science at IVADO Labs, and I am actively advising corporations, retailers, and startups on topics related to **pricing, retail, and data science**. I am also the Scientific Director of the non-profit MyOpenCourt.org. I have worked on retail, ride-sharing, airline, sustainability, cloud computing, online advertising, peer-to-peer lending, real estate, and conflict analytics. I have collaborated with many companies including Google, Waze, Oracle Retail, IBM Research, Via (ride-sharing), Spotify, Aldo Group, Couche-Tard/Circle K, Cargo, and Staples and I am on the advisory board of several startups. Finally, I serve on the editorial board of three leading Operations Management journals (Management Science, M&SOM, and POM).

Education

2010 – 2015	**MIT,** Cambridge, MA Ph.D. in Operations Research - Operations Management Track - GPA: 5/5 **Thesis:** Pricing for Retail, Social Networks, and Green Technologies
2006 – 2009	**Technion,** Haifa, Israel M.S. in Electrical Engineering - GPA: 96/100 **Thesis:** Network Time Synchronization Using Decentralized Kalman Filtering
2002 – 2006	**Technion**, Haifa, Israel B.S. in Aerospace Engineering**,** Summa Cum Laude - GPA: 93.5/100 (top 2%) Courses in the EE Department - GPA: 98.1/100

Current Positions

2019 –	**McGill University, BSRM and Desautels Faculty of Management,** Montreal, Canada 2021 – present: Scale AI Chair in Data Science for Retail 2021 – present: Full Professor of Retail and Operations Management 2019 – 2021: Associate Professor (with tenure) • Scale AI Chair in Data Science for Retail • Co-Director of the Retail Innovation Lab • Bensadoun Faculty Scholar • Associate Member, Electrical and Computer Engineering Department (by courtesy) • Member of CIRRELT and GERAD
2020 –	**IVADO Labs,** Montreal, Canada Scientific Advisor in AI and Data Science
2018 –	**Conflict Analytics Lab,** Canada 2021 – present: Associate Director for Strategy and Partnership 2018 – 2021: Research in Data Science and AI
2020 –	**MyOpenCourt.org,** Canada Scientific Director
2017 –	**Turbodega, Intelligems, Laps, Leav, Cherre, Tote, EcoPrice, Silverback.ai, Rebloc.io** Advisor or Member of the Advisory Board

Employment History

2018 – 2021	**Google/Waze,** U.S., and Israel 2019 – 2021: Research Collaborator 2018 – 2019: Advisor at Google (via Adecco) - Pricing and Incentives Lead at Waze
2019 – 2020	**Aldo Group,** Montreal, Canada Strategic Advisor in Pricing and Data Science

2017 – 2021	**Sarona Ventures,** Tel Aviv, Israel Advisor	
2016 – 2019	**New York University, Stern School of Business,** New York, NY Assistant Professor of Technology, Operations, and Statistics	
2015 – 2016	**Google AI, Research Team,** New York, NY Postdoctoral Research Scientist	
2012 (Summer)	**IBM T. J. Watson Research Center,** Yorktown Heights, NY Research Intern - Business Analytics and Math Sciences	
2012 & 2013 (Winter)	**Oracle Corporation,** Burlington, MA Research Scientist Intern - Retail Global Business Unit	
2007 – 2011	**Eurolaxo Ltd**, Israel Co-Founder and Partner - Real Estate Investment Company	
2009	**Matrix ABC Capital Markets Ltd** (merged into GHF group), Israel High-Frequency Trader	

Published and Accepted Papers

1. M. C. Cohen, R. Lobel, G. Perakis, "The Impact of Demand Uncertainty on Consumer Subsidies for Green Technology Adoption," **Management Science** 62(5):1235-1258, 2016

2. M. C. Cohen, Z. Leung, K. Panchamgam, G. Perakis, A. Smith, "The Impact of Linear Optimization on Promotion Planning," **Operations Research** 65(2):446-468, 2017

3. L. Baardman, M. C. Cohen, K. Panchamgam, G. Perakis, D. Segev, "Scheduling Promotion Vehicles to Boost Profits," **Management Science** 65(1):50-70, 2019

4. J. Chemama, M. C. Cohen, R. Lobel, G. Perakis, "Consumer Subsidies with a Strategic Supplier: Commitment vs. Flexibility," **Management Science** 65(2):681-713, 2019

5. M. C. Cohen, "Big Data and Service Operations," **Production and Operations Management** 27(9):1709-1723, 2018

6. M. C. Cohen, R. Lobel, G. Perakis, "Dynamic Pricing Through Data Sampling," **Production and Operations Management** 27(6):1074-1088, 2018

7. M. C. Cohen, P. Keller, V. Mirrokni, M. Zadimoghaddam, "Overcommitment in Cloud Services - Bin Packing with Chance Constraints," **Management Science** 65(7):3255-3271, 2019 and accepted to the 2017 ACM SIGMETRICS Conference

8. M. C. Cohen, P. Harsha, "Designing Price Incentives in a Network with Social Interactions," **Manufacturing & Service Operations Management** 22(2):292-309, 2020

9. M. C. Cohen, C. D. Guetta, K. Jiao, F. Provost, "Data-Driven Investment Strategies for Peer-to-Peer Lending," **Big Data** 6(3):191-213, 2018

10. M. C. Cohen, S. Gupta, J. J. Kalas, G. Perakis, "An Efficient Algorithm for Dynamic Pricing Using a Graphical Representation," **Production and Operations Management** 29(10):2326-2349, 2020

11. M. C. Cohen, I. Lobel, R. Paes Leme, "Feature-Based Dynamic Pricing," **Management Science** 66(11):4921-4943, 2020 (**lead article**) and accepted to the 2016 ACM Conference on Economics & Computation

12. M. C. Cohen, G. Perakis, R. Pindyck, "A Simple Rule for Pricing with Limited Knowledge of Demand," **Management Science** 67(3):1608-1621, 2021 and accepted to the 2016 ACM Conference on Economics & Computation

13. M. C. Cohen, J. J. Kalas, G. Perakis, "Promotion Optimization for Multiple Items in Supermarkets," **Management Science** 67(4):2340-2364, 2021

14. M. C. Cohen, M. D. Fiszer, B. J. Kim, "Frustration-Based Promotions: Field Experiments in Ride-Sharing," **Management Science**, 2021 (published online)

15. D. Lopez Mateos, M. C. Cohen, N. Pyron, "Field Experiments for Testing Revenue Strategies in the Hospitality Industry," **Cornell Hospitality Quarterly**, 2021 (published online)

16. M. C. Cohen, G. Perakis, C. Thraves, "Consumer Surplus Under Demand Uncertainty," **Production and Operations Management**, 2021 (published online)

17. M. C. Cohen, M. D. Fiszer, A. Ratzon, R. Sasson, "Incentivizing Commuters to Carpool: A Large Field Experiment with Waze," **Manufacturing & Service Operations Management**, 2022 (published online)

18. M. C. Cohen, A. N. Elmachtoub and X. Lei, "Price Discrimination with Fairness Constraints," Forthcoming in **Management Science**; accepted to the 2021 ACM Conference on Fairness, Accountability, and Transparency and to the 2020 Workshop on Mechanism Design for Social Good

19. M. C. Cohen, R. Zhang, "Competition and Coopetition for Two-Sided Platforms," Forthcoming in **Production and Operations Management**

Managerial Articles

20. L. Baardman, M. C. Cohen, K. Panchamgam, G. Perakis, "Upgrading Promotions Using Business Analytics," Forthcoming in **Management and Business Review**

21. S. Zhu, M. C. Cohen, S. Ray "How In-Store Tech Will Transform Retail," **MIT Sloan Management Review**, 63(1):18-20, Fall 2021 Issue

22. M. C. Cohen, S. Dahan, C. Rule "Conflict Analytics: When Data Science Meets Dispute Resolution," Forthcoming in **Management and Business Review**

23. M.C. Cohen, D. Mitrofanov (with R. Bekkerman and J. Maiden) "U.S. Opportunity Zones Use Tax Breaks for Developers to Help Poor Neighbourhoods — But Are They Choosing Wisely?" Published in **The Conversation**, **National Post**, and **Yahoo News**, 2021

24. R. Bekkerman, M. C. Cohen, E. Kung, D. Proserpio, "Research: Restricting Airbnb Rentals Reduces Development," **Harvard Business Review**, Digital Article, November 2021

25. M. C. Cohen, A. Damodaran, D. McCarthy, "Initial Public Offerings: Dealing with the Disclosure Dilemma," Provisionally accepted in **MIT Sloan Management Review**

Y. Adulyasak, M. C. Cohen, W. Khern-am-nuai, M. Krause, "Retail Analytics in the New Normal," Submitted

Books and Book Chapters

M. C. Cohen, P. E. Gras, A. Pentecoste, R. Zhang, "Demand Prediction in Retail - A Practical Guide to Leverage Data and Predictive Analytics," **Springer** Series in Supply Chain Management 14, 2022 (ISBN 978-3-030-85855-1)

L. Dubé, M. C. Cohen, N. Yang, B. Monla (Eds.), "Precision Retailing," **University of Toronto Press**, Forthcoming, 2022

M. C. Cohen, G. Perakis, "Optimizing Promotions for Multiple Items in Supermarkets," Channel Strategies and Marketing Mix in a Connected World, (Eds.) S. Ray and S. Yin, **Springer** Series in Supply Chain Management 9, 2020

Under Review and Working Papers

G. Allon, M. C. Cohen, W. P. Sinchaisri, "The Impact of Behavioral and Economic Drivers on Gig Economy Workers," Minor Revision in **Manufacturing & Service Operations Management**

C. Fernandez, M. C. Cohen, A. Ghose, "Evolution of Referrals Over Customers' Life Cycle: Evidence from a Ride-Sharing Platform," Under third round of review in **Information Systems Research** (after two Major Revisions)

M. C. Cohen, A. Jacquillat, J. C. Serpa, "A Field Experiment on Airline Lead-in Fares," Under third round of review in **Management Science** (after Major Revision)

M. C. Cohen, A. Desir, N. Korula, B. Sivan, "Best of Both Worlds Ad Contracts: Guaranteed Allocation and Price with Programmatic Efficiency," Major Revision in **Management Science**

Y. Adulyasak, O. Benomar, A. Chaouachi, M. C. Cohen, W. Khern-am-nuai, "Data Analytics to Detect Panic Buying and Improve Products Distribution Amid Pandemic," Major Revision in **Production and Operations Management** and accepted to the 2020 Workshop on Information Technologies and Systems

M. C. Cohen, A. Jacquillat, H. Song, "Price Discrimination and Inventory Allocation in Bertrand Competition," Major Revision in **Manufacturing & Service Operations Management**

R. Bekkerman, M. C. Cohen, E. Kung, D. Proserpio, "The Effect of Short-Term Rentals on Residential Investment," Major Revision in **Marketing Science** and Accepted for presentation at CIST 2021 and at and at the North American Meeting of the Urban Economics Association

M. C. Cohen, R. Zhang, K. Jiao, "Data Aggregation and Demand Prediction," Submitted

M. C. Cohen, D. Mitrofanov, "IPOs of Online Platforms: Evidence from Ride-Hailing," Submitted

R. Bekkerman, John Maiden, M. C. Cohen, D. Mitrofanov, "The Impact of the Opportunity Zone Program on the Residential Real Estate Market," Submitted

W. Khern-am-nuai, H. So, M. C. Cohen, Y. Adulyasak, "Selecting Cover Images for Restaurant Reviews: AI vs. Wisdom of the Crowd," Submitted

M. C. Cohen, A. Ratzon, R. Sasson, "The Impact of High-Occupancy Vehicle Lanes on Commuters: Field Evidence," Working paper

M. Unger, M. C. Cohen, B. Brost, P. Li, A. Tuzhilin, "Deep Multi-Objective Multi-Stakeholder Music Recommendation," Submitted

M. C. Cohen, S. Miao, Y. Wang, "Dynamic Pricing with Fairness Constraints," Submitted

Conference Publications

M. C. Cohen, I. Lobel, R. Paes Leme, "Ellipsoids for Contextual Dynamic Pricing," SIGecom Exchanges, vol. 15, no. 2, pp. 40-44, 2017

M. C. Cohen, N. Shimkin, "Decentralized algorithms for sequential network time synchronization," Proc. NETCOOP 2010 – 4th Workshop on Network Control and Optimization, 2010, pp. 97-104

Theses

M. C. Cohen, "Pricing for Retail, Social Networks and Green Technologies," Ph.D. Thesis, Massachusetts Institute of Technology, 2015

M. C. Cohen, "Network Time Synchronization Using Decentralized Kalman Filtering," M.S. Thesis, Technion, 2009

Case Studies

M. C. Cohen, C. D. Guetta, W. Xiao, "Supply Chain Coordination and Contracts in the Sharing Economy - a Case Study at Cargo," Columbia CaseWorks 180203, 2018. Available via Harvard Business Publishing

M. C. Cohen, G. Perakis, "Optimizing Promotions for Supermarkets Using Data Analytics," Published at thecasecentre.org, 2017

M. C. Cohen, W. Xiao, "Managing Champagne Inventory in a Liquor Store" (available upon request)

M. C. Cohen, C. D. Guetta, M. Reed, "Modern Retail Analytics: Data Visualization Using Tableau," Featured as a content piece on the Tableau Instructor Resource Page, 2020

M. C. Cohen, A. Sylvestre, A. Corbasson, J. Abbou, "Danone & Digitad: Building a Data-Driven Digital Marketing Strategy," 2020

Patents

US20170140414 A1 – "Computerized Promotion Price Scheduling Utilizing Multiple Product Demand Model" Published in 2017 and granted in 2020 (M. C. Cohen, J. J. Kalas, K. Panchamgam, G. Perakis)

US20150081393 A1 – "Product Promotion Optimization System"
Published in 2015 (M. C. Cohen, Z. Leung, K. Panchamgam, G. Perakis)

US20150006267 A1 – "Designing Price Incentives in a Network with Social Interactions"
Published in 2015 (M. C. Cohen, P. Harsha, M. Ettl)

US20130275183 A1 – "Time-Dependent Product Pricing Optimizer"
Published in 2013 (M. C. Cohen, K. Panchamgam, A. Vakhutinsky)

Teaching Experience

2020 – 2022 **McGill University,** Montreal, Canada
Mini MBA, Executive Institute, Marketing for Integrated Management Thinking and Executive Development Course; AI & Data Analytics for Advanced Management Course

2020 – 2022	**McGill University,** Montreal, Canada
	Operations Management undergraduate core course (2 sections of 65 students each year). Evaluations: 4.9, 4.6, 4.8, 4.9 (out of 5)
2020 – 2022	**McGill University,** Montreal, Canada
	Revenue Management for Master of Management in Analytics. Evaluations: 5, 5 (out of 5)
2022	**McGill University,** Montreal, Canada
	Data-Driven Retail Decisions for Master of Management in Retailing
2020 & 2021	**McGill University,** Montreal, Canada
	Service Analytics for Master of Management in Analytics. Evaluations: 4.7, 5 (out of 5)
2017 – 2019	**NYU Stern,** New York, NY
	Operations Management undergraduate core course (2 sections of 70 students each year). Evaluations: 6.6, 6.7, 6.5, 6.7 (out of 7), 4.8, 4.8 (out of 5)
2019	**NYU Stern,** New York, NY
	Operations in the Sharing Economy (doctoral course). Evaluation: 5/5
2016	**NYU Stern,** New York, NY
	Lecturer for "Applying Revenue Management: Optimization in Retail" – M.S. in Business Analytics program - 61 students
2013 & 2014	**MIT,** Cambridge, MA
	Instructor for "Data, Models and Decisions: Pre-Term" – MBA refresher - 93 students
2012 – 2013	**MIT,** Cambridge, MA
	TA for "Introduction to Operations Management" – Elective/core MBA course
	TA for "Introduction to Healthcare Delivery" – Elective MBA and Ph.D. course
2006 – 2009	**Technion,** Haifa, Israel
	TA for Random Signals, Control Systems, and Non-Linear Control Systems

Students

Ph.D. Students and Postdocs

Baek Jung Kim (2019) - Marketing Ph.D. student at NYU (advisors: M. Ishihara and V. Singh). First position: Assistant Professor of Marketing, UBC Sauder School of Business

Kevin Jiao (2019) - OM Ph.D. student at NYU. First position: FINRA, Data Scientist

Dmitry Mitrofanov (2020) - OM Ph.D. student at NYU (advisor: Srikanth Jagabathula). First position: Assistant Professor of Operations Management, Boston College Carroll School of Management

Moshe Unger (2021) - Postdoctoral fellow at NYU (main host: Alex Tuzhilin). First position: Assistant Professor of Technology and Information Management, Tel Aviv University

Carlos Fernandez (2021) - IS Ph.D. student at NYU (advisor: Foster Provost). First position: Assistant Professor of Information Systems at HKUST

Park Sinchaisri (2021) - OID Ph.D. student at Wharton (advisor: Gad Allon). First position: Assistant Professor of Operations & Information Technology at UC Berkeley Haas School of Business

Haotian Song - OM Ph.D. student at NYU (advisor: Wenqiang Xiao)

Xiao Lei - IEOR Ph.D. student at Columbia University (advisor: Adam Elmachtoub)

Zahra Jalali - OM Ph.D. student at McGill Desautels (co-advisor with Mehmet Gumus)

Sandeep Chitla - OM Ph.D. student at NYU (advisor: Srikanth Jagabathula)
Nymisha Bandi - OM Ph.D. student at McGill Desautels (co-advisor with Saibal Ray)
Hajime Shimao - Postdoctoral fellow at McGill (co-advisor with Warut Khern-am-nuai)
Banafsheh Asadi - Postdoctoral fellow at McGill (co-advisor with Derek Nowrouzezahrai)
Thesis committee: Recep Bekci (McGill), Mehran Poursoltani (HEC Montréal), Claudio Sole (Polytechnique Montréal)

M.S. and UG Students
Weitao Lin (2018) - M.S. in Data Science at NYU. First Position: RBC Capital Markets, Data Scientist
Marcos Galante (2018) - NYU UG Stern Honors. First Position: Goldman Sachs, Investment Banking
Junge Zhang (2020) - M.S. in Data Science at NYU. First position: BOSS直聘, Algorithm Engineer
Matthieu Reed (2020) - McGill UG Integrated Management Fellow. First Position: Gorilla Group, Business Analyst
Selena Zhu (2020) - McGill UG Integrated Management Fellow. First Position: Lazard, Investment Banking Analyst
Arthur Pentecoste (2020) - McGill Master in Analytics. First Position: BCG GAMMA, Data Scientist
Paul-Emile Gras (2020) - McGill Master in Analytics. First Position: Virtuo, Data Scientist
Zacharie Houle (2021) - McGill UG Integrated Management Fellow. First Position: Ernst & Young, Staff Accountant
Tiancheng Zhang (2021) - McGill Master in Analytics. First Position: Cardinal Operations, Operations Research Algorithms Engineer
Niloofar Tarighat - M.S. in Electrical and Computer Engineering at McGill (co-advisor with James Clark)
Huzbah Jagirdar - McGill UG Honours Economics Student
Ken Lee - Waterloo UG Computer Engineering (co-advisor with Derek Nowrouzezahrai)

Professional Service

Editorial Service
Associate Editor for Management Science (2020-present)
Associate Editor for M&SOM (2021-present)
Senior Editor for Production and Operations Management (2017-present)
Guest Associate Editor for M&SOM (2020-2021)
Guest Associate Editor for Naval Research Logistics (2020-2021)
Associate Editor for M&SOM Special Issue on Smart City Operations (2019-2020)
Associate Editor for M&SOM Special Issue on Sharing Economy and Marketplaces (2018-2019)
Associate Editor for NRL Special Issue on Service Operations (2018-2019)
Advisor and Associate Editor for Management and Business Review (2019-present)
Program committee for ACM conference on Economics and Computation (2019)

Reviewer
Management Science, Operations Research, Manufacturing & Service Operations Management, Production and Operations Management, The Review of Economics and Statistics, Naval Research Logistics, Management and Business Review, International Journal of Case Studies in Management, Networks, MSOM SIG (Service and iFORM), INFORMS Behavioral OM Best Paper Award, Hong Kong Research Grants Council, Canadian Mitacs Accelerate Research Program

University and Community Service

Committee Member for "Capacités Technologiques du Commerce Numérique," mandated by the Quebec Minister of Economy and Innovation (2020)

Scale AI's Chairs evaluation committee (2020-2021)

Co-founder and co-organizer of NYC Operations Day (2018-2019)

INFORMS Revenue Management and Pricing cluster chair (2019)

External evaluator for tenure promotions (2021)

McGill Desautels departmental tenure committee (2021)

McGill Desautels research council member (2021-2022)

McGill ECE Capstone Advisor (2020-2021)

McGill HEC-Montréal EMBA final paper supervisor (2021-2022)

McGill BSRM committee: hiring, UG major and Master, courses (2019-present)

NYU Stern MSBA Capstone Faculty Advisor (2019-2020)

Co-organizer of McGill Annual Retail Summit (2019-2020)

Advisory committee member for the Master of Management in Retailing at McGill (2020-2021)

OM faculty recruitment committee member at NYU Stern (2018-2019)

OM seminar coordinator at NYU Stern (2016-2019)

OM Ph.D. program committee member at NYU Stern (2016-2019)

Committee member of the New Frontiers in Research Fund (2019)

Program committee for the INFORMS Revenue Management and Pricing Conference (2016)

Session chair (INFORMS 2016-2021; POMS 2016, 2018)

Student coordinator for the MIT ORC Seminar series (Spring 2013), Officer at the INFORMS student chapter at MIT (2010-2011)

Awards

2021: Best Conference Paper Nominee, Conference on Information Systems and Technology (CIST)

2021: Finalist in the INFORMS Service Science Best Cluster Paper Award

2021: Finalist in the M&SOM Practice-Based Research Competition

2020: POMS Wickham Skinner Early-Career Research Accomplishments Award

2020: Honorable Mention in the POMS Service Operations Emerging Scholar Award

2020: Finalist in the POMS College of Behavioral Operations Junior Scholar Paper Competition

2020: M&SOM Meritorious Service Award

2019: First Place in the Best OM Paper in Management Science Award

2019: Finalist in the INFORMS Data Mining Section Best Paper Competition

2019: Finalist in the INFORMS BOM Section Best Working Paper Competition

2019: Best Paper Award in Operations and Supply Chain Management, Academy of Management

2019: Honorable Mention in the ENRE Best Publication Award in Environment and Sustainability

2019: Finalist in the INFORMS Case Competition

2019: M&SOM Meritorious Service Award

2018: First Place in the Best Cluster Paper Award - INFORMS Service Science

2018: Finalist in the M&SOM Student Paper Competition (student: Baek Jung Kim)

2018: First Place in the INFORMS Case Competition

2018: Best Technical Presentation, AGIFORS Annual Symposium

2018: M&SOM Meritorious Service Award

2017: Honorable mention in the Best Cluster Paper Award - INFORMS Service Science

2017: M&SOM Meritorious Service Award
2016: INFORMS Revenue Management and Pricing Dissertation Award
2016: First Place in the Best Cluster Paper Award - INFORMS Service Science
2016: Finalist for the 2016 Service Science Section Student Paper Competition
2015: Finalist in the INFORMS Revenue Management and Pricing Practice Award
2015: First Place in the Best Student Paper POM Supply Chain Management
2015: NEDSI Conference Best Application of Theory Award
2014: First Place in the Best Student Paper - INFORMS Service Science
2007: Winner of the Technion Creativity in Science and Technology competition
2007: Best student project of the 47th Israel Annual Conference on Aerospace Sciences

Grants

2021-2026: NSERC Discovery Grant: Retail Innovation Lab: Blending Data Science with Cutting-Edge Technology - $180,000; Role: PI
2021-2022: NSERC Discovery Supplement for Early Career Researchers - $12,500; Role: PI
2021-2023: IVADO Postdoctoral Research Funding (for Hajime Shimao) - $70,000; Role: Co-Supervisor
2021-2022: Mitacs Accelerate: AI-Powered Dispute Settlement (with Borden Ladner Gervais, BLG) - $60,000; Role: Co-PI (with S. Dahan)
2020-2022: SSHRC Insight Development Grant: Using Data Science and Behavioral Analytics to Alleviate Traffic Congestion - $67,152; Role: PI
2020-2021: Mitacs Accelerate: Adapting Retail Practices to the Post-Pandemic (with Couche-Tard/Circle K) - $30,000; Role: Co-PI (with J. Clark)
2020-2022: IVADO Fundamental Research Project Grant: Retail Innovation Lab: Data Science for Socially Responsible Food Choices - $221,000; Role: Co-PI (with S. Ray, J. Clark, A. Moon)
2020-2023: Fonds de Recherche du Québec – Société et Culture (FRQSC): Data-Driven Smart City Operations Management: A System Coupling Perspective - $145,061; Co-Investigator (with W. Qi, M. Gendreau, X. Liu)
2020-2021: Internal Social Sciences and Humanities Development Grant - $5,000
2019-2022: Bensadoun Faculty Scholar Award - $60,000
2019: Cherre's Gift for Research Excellence: Applying Data Science to Real Estate - $10,400, Role: PI
2019-2021: SSHRC New Frontiers Grant: AI-Tribunal for Small Claims: Building an Intelligent Dispute Resolution System - $244,562, Role: Co-applicant (with S. Dahan, X. Zhu, J. Serpa, Y. Levin, J. Touboul)
2014-2015: UPS Ph.D. Fellowship (awarded to a single MIT Ph.D. student)
2013-2014: Martin's Fellowship for Sustainability
2011-2012: MIT Energy Initiative Fellowship
2006-2008: Technion Excellence Scholarship and Lady Davis Fellowship

Seminars and Research Presentations

2021: UBC Sauder, Conflict Analytics Queens Law Seminar, Montreal AI Strategic Forum, Duke Fuqua, POMS Doctoral Consortium, IVADO Expert Panel, Creative Destruction Lab's Think Tank, MSOM Conference, Lyft Rideshare Labs Seminar, Start-Up Nation Voices Podcast, HKUST Joint OM/IE Seminar, Indian School of Business, MIT Tech Review's AI podcast - In Machines We Trust, USC Marshall, GERAD Seminar, INFORMS Annual Meeting, Sharif University of Technology, MBR Event for POMS College of Service Operations, Rutgers Supply Chain Seminar

2020: Aldo Group Advanced Analytics, Polytechnique Montreal and GERAD, Air Canada RM Seminar, HEC Montreal and CIRRELT, IVADO Labs, McGill Alumni Webcast, Lowes Canada, University of Science and Technology Beijing, Conseil Québécois du Commerce de Détail TAG, IVADO Reverse Pitch, Smart-City Operations and Analytics Conference, University of Toronto OM Seminar, INFORMS Annual Meeting

2019: Cornell Tech, Google Product Analytics, POMS Conference, Triennial Invitational Choice Symposium, INFORMS Annual Meeting, Microsoft Research Economics Seminar, Conflict Analytics Queens Law Seminar, Queen's University OM Seminar, DTL Quebec Retail Council of Canada, McGill Decision Neuroscience Seminar

2018: NYU OM Seminar, OMEGA Baruch College Seminar, Via Growth and Data Science Meeting, NYU IS Seminar, Fashion Retail Conference, Technion IE&M Seminar, Marketplace Innovation Workshop, RMP Conference, MSOM Service SIG and MSOM Conference, MIT OM Seminar, McGill Retail Seminar, UT Austin McCombs, Spotify Research and ML Seminar, INFORMS Annual Meeting

2017: University of Maryland, NYU OM Seminar, MSOM Conference, ACM SIGMETRICS, INFORMS Annual Meeting

2016: Google Cloud Analytics Seminar, RMP Conference, NYU Stern IOMS Colloquium, POMS Conference, Google Algorithms Seminar, ACM Conference on Economics and Computation, INFORMS Annual Meeting

2015: Cornell Johnson, Cornell ORIE, Duke Fuqua, UNC Chapel Hill, UT Dallas, Chicago Booth, NYU Stern, Boston College, Harvard Business School, Michigan Ross, Berkeley Haas, Stanford GSB, Yale SOM, Columbia DRO, CMU Tepper, UCLA Anderson, INSEAD, Cornell Tech, Google NYC, McGill, RMP Conference, NEDSI, MSOM Conference, ISMP, POMS Conference, INFORMS Annual Meeting

2014: Technion IE&M Seminar, UBC Sauder, Northwestern Kellogg, Cornell Big Data Workshop, MSOM Conference, Oracle Retail Seminar, MIT Sloan OM Seminar, INFORMS Annual Meeting

2013: MSOM Conference, INFORMS Annual Meeting

2012: ISMP, Optimization Seminar IBM Watson Research Center, MSOM Conference, POMS Conference, INFORMS Annual Meeting

2011: MIT Sloan OM Seminar, IBM Student Workshop on Smarter Cities, MIT Energy Research Conference, POMS Conference, INFORMS Annual Meeting

Languages, Computer Skills, and Personal

Languages: French (native), English (fluent), Hebrew (fluent)

Programming languages: R, Python, MATLAB, C/C++, Maple, Gurobi/CPLEX/Julia, Tableau

Extracurricular activities: hiking, travelling, and sports: squash, soccer, tennis