SAI CHAND CHINTALA

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SC Johnson Graduate School of Management, Cornell University

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EDUCATION

Cornell University
Ph.D. in Marketing   2025 (expected)
Indian Institute of Management Lucknow
MBA   2012
National Institute of Technology Warangal
B.Tech. in Electrical Engineering   2004

WORKING PAPERS

Browsing the Aisles or Browsing the App? How Online Grocery Shopping is Changing What We Buy
with Jūra Liaukonytė, and Nathan Yang *Conditionally accepted at Marketing Science*

Is Online Grocery Retailing in Developing Markets Only for the Rich? Evidence from India
with Vishal Narayan and Vrinda Kadiyali *Reject & Resubmit at Journal of Marketing*

WORK IN PROGRESS

Microentrepreneurs and Market Access
with Muzeeb Shaik

When Markets Collide: An Analysis of Cross-Market Listings on Consumer Response
with Jūra Liaukonytė and Dominykas Šeputis

AWARDS, HONORS AND GRANTS

AMA-Sheth Doctoral Consortium Fellow   2023
ISMS Doctoral Consortium Fellow   2023
AMA Retail and Pricing SIG Doctoral Student Award   2023
Marketing Science Institute Research Grant ($5,000) with Muzeeb Shaik 2022
Byron E. Grote Johnson Professional Scholarship   2022

CONFERENCE PRESENTATIONS

* – Presenter
"Browsing the Aisles or Browsing the App? How Online Grocery Shopping is Changing What We Buy"
- Sai Chand Chintala, Jura Liaukonyte and Nathan Yang

- Winter AMA Conference, 2023*

- Marketing Science Conference, 2022*

- Trans-Atlantic Doctoral Conference, 2022*

- NBER Summer Institute, Economics of IT and Digitization Workshop, Lightning round, 2022

TEACHING

NBA 6921: Machine Learning Applications in Business (Instructor Rating 4.6/5)   2022

INVITED WORKSHOPS

NBER Digitization Workshop, Washington DC	2022
Quantitative Marketing and Structural Econometrics Workshop, Kellogg School of Management	2019
Machine Learning Workshop, Carnegie Mellon University	2019

SERVICE

Reviewer, Management Science Reproducibility Project	2023
Author, LaTeX Template for AMA journals	2022

ACADEMIC EXPERIENCE

Research Associate, Indian School of Business

SOFTWARE

R, Python, SQL, Jupyter Notebook, GitHub, Shell Programming, Qualtrics, Latex, VoiceXML, C#

WORK EXPERIENCE

Software Engineer, Infosys
Consultant, Deloitte Consulting
Senior Consultant, Cognizant
Program Manager, Society for Social Audit, Accountability & Transparency