SRIKANTH JAGABATHULA

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Google Scholar: https://scholar.google.com/citations?user=sME3hS0AAAAJ

ACADEMIC APPOINTMENTS

New York University Stern School of Business — New York, NY
Robert Stansky Research Faculty Fellow — Sep 2022–present
Associate Professor of Information, Operations, and Management Sciences — Jan 2018–present
Assistant Professor of Information, Operations, and Management Sciences — Oct 2011–Dec 2017

Harvard Business School — Cambridge, MA
Visiting Associate Professor of Technology and Operations Management — Jul 2018–Jun 2019

EDITORIAL APPOINTMENTS

Associate Editor. *Management Science Special Issue on Data-Driven Prescriptive Analytics*, 2019

Associate Editor. *Management Science*, 2018–

Associate Editor. *Operations Research*, 2018–

RESEARCH INTERESTS

Operations management, optimization, business analytics, machine learning, data-driven operations, choice modeling, assortment planning, revenue management

PROFESSIONAL EXPERIENCE

Arena AI, Supply Chain AI Start-up, New York, NY — Nov 2020–
Chief Scientist and Scientific Advisor at cutting-edge supply chain analytics startup, which uses powerful AI algorithms to help brands automatically optimize promotions and assortment offerings in their catalogs, recommend products to buyers to complement reduced sales forces during the pandemic, and identify growth opportunities in new markets.

Celect, LLC, Retail Analytics Start-up, Boston, MA — 2014–2019
Co-founder of a big data retail analytics start-up that is commercializing my research on choice modeling. Raised capital (Seed, Series A) from top-tier VCs and Federal sources and helped build the initial

team. Implemented the technology platform at multiple top-tier US retailers. The startup has now been acquired by Nike.

A9.com (wholly-owned subsidiary of Amazon.com), Palo Alto, CA Summer 2010
Designed and implemented a large-scale system to estimate the cannibalization effect of 3rd party ads on Amazon.com product pages

Microsoft Research, Silicon Valley, CA Summer 2009
Analyzed large volumes of search queries to Bing. Designed and implemented a large-scale algorithm to recommend commercial queries to general search queries to increase traffic to Bing Shopping

Deutsche Bank AG, London, UK Summer 2007
Designed and tested various quantitative models to value Collateralized Debt Obligations (CDOs)

EDUCATION

Massachusetts Institute of Technology Cambridge, MA
PhD in Electrical Engineering and Computer Science, GPA 5/5 Jul 2008–Aug 2011
Dissertation: "Nonparametric Choice Modeling: Applications to Operations Management"
Advisors: Vivek Farias and Devavrat Shah

Massachusetts Institute of Technology Cambridge, MA
S.M. in Electrical Engineering and Computer Science, GPA 5/5 Sep 2006–Jun 2008
Dissertation: "Scheduling Algorithms for Arbitrary Communication Networks"
Advisor: Devavrat Shah

Indian Institute of Technology Bombay Mumbai, India
B. Tech. in Electrical Engineering, GPA 9.89/10 Jul 2002–May 2006
Ranked first in the entire graduating class of 2006

SELECTED GRANTS/AWARDS

Revenue Management & Pricing Practice Award (finalist) Jun 2022
for outstanding application of RM&P techniques at a $50B+ beverage multinational through Arena AI

NSF CAREER Award, CMMI 1454310, $500K (5 yrs) Mar 2015–Mar 2020
for the proposal "Data to Operational Decisions: A Predictive Analytics Approach"

POMS Wickham Skinner Early-Career Researcher Award May 2018
awarded to academics who have achieved unusually high accomplishment early in their careers

Poets & Quants 40 Best Business Professors Under 40 Apr 2018
awarded each year to the 40 most impactful young business professors in both research and teaching

Best OM Paper in Management Science Award Nov 2016
awarded to the best paper in the OM department from the last three years (2013-2015)

Gary Lilien ISMS-MSI Practice Prize (finalist) Jun 2016
for outstanding implementation of Marketing Science methods at a $3B retailer through Celect, LLC

INFORMS Revenue Management and Pricing Section Prize Nov 2015
for the best contribution to the science of pricing & revenue management published in last 5 yrs

MSOM Student Paper Competition (first place) Nov 2010
awarded annually to the paper judged to be the best in the field of Operations Management

Ernst Guillemin Thesis Award Apr 2009
for the best Master's Thesis in Electrical Engineering at MIT

NIPS Conference Outstanding Student Paper Award Dec 2008
one of the two awards given out of 1016 submissions

President of India Gold Medal Aug 2006
for the highest GPA in the entire graduating class at IIT Bombay

PUBLICATIONS*

All publications are available at: https://srikanth-jagabathula.com/research/publications/

Book Chapters

- Nonparametric Estimation of Choice Models
  S. Jagabathula and A. Venkataraman, *In: Chen, X., Jasin, S., Shi, C. (eds) The Elements of Joint Learning and Optimization in Operations Management. Springer Series in Supply Chain Management, vol 18. Springer, Cham. https://doi.org/10.1007/978-3-031-01926-5_8*

Cases

- JOANN: Joannalytics Inventory Allocation Tool
  K. Ferreira and S. Jagabathula, *Harvard Business School Case #N621-055, Sep 2020.*

Published/forthcoming journal articles

- The Limits of Centralized Pricing in Online Marketplaces and the Value of User Control
  A. Filippas,† S. Jagabathula, and A. Sundararajan, *Management Science (forthcoming), Apr 2022.*
- Personalized Retail Promotions through a DAG-based Representation of Customer Preferences
  S. Jagabathula, D. Mitrofanov,† and G. Vulcano, *Operations Research 70(2):641-665, Mar-Apr 2022.*
  - Splotlight presentation at 2019 INFORMS RM&P Conference; 16/80 = 20% acceptance rate.
- Mallows-Smoothed Distribution over Rankings Approach for Modeling Choice
  A. Dèsir,† V. Goyal, S. Jagabathula, and D. Segev, *Operations Research 69(4):1206-1227, Jul-Aug 2021.*

*Author names appear in alphabetical order of last names in all publications, except in a few instances with Ph.D. students.

  - 2017 MSOM Student Paper Competition (finalist).

- Inferring Sparse Preference Lists From Partial Information
  V. Farias, S. Jagabathula, and D. Shah, *Stochastic Systems 10(4):335-360, May 2020*.

- A Conditional Gradient Approach For Nonparametric Estimation of Mixtures of Choice Models
  S. Jagabathula, L. Subramanian, and A. Venkataraman[†], *Management Science 66(8):3635-3656, Aug 2020*.

- The Limit of Rationality in Choice Modeling: Formulation, Computation, and Implications
  S. Jagabathula and P. Rusmevichientong, *Management Science 65(5):2196-2215, May 2019*.

- Accounting for Discrepancies Between Online and Offline Product Evaluations
  D. Dzyabura, S. Jagabathula, and E. Muller, *Marketing Science 38(1):88-106, Jan 2019*.

- A Model-based Embedding Technique for Segmenting Customers
  S. Jagabathula, L. Subramanian, and A. Venkataraman[†], *Operations Research 66(5):1247-1267, 2018*.

- Offline Assortment Optimization in the Presence of an Online Channel
  D. Dzyabura and S. Jagabathula, *Management Science 64(6):2767-2786, Jun 2018*.

- A Partial-Order-Based Model to Estimate Individual Preferences using Panel Data
  S. Jagabathula and G. Vulcano, *Management Science 64(4):1609-1628, Apr 2018*.

  - 'Featured article' in the April 2018 issue of *Management Science*.

- Identifying Unreliable and Adversarial Workers in Crowdsourced Labeling Tasks
  S. Jagabathula, L. Subramanian, and A. Venkataraman[†], *Journal of Machine Learning Research 18(93):1–67, 2017*.

- A Nonparametric Joint Assortment and Price Choice Model
  S. Jagabathula and P. Rusmevichientong, *Management Science 63(9):3128-3145, Sep 2017*.

- A Nonparametric Approach to Modeling Choice with Limited Data
  V. Farias, S. Jagabathula, and D. Shah, *Management Science 59(2): 305-322, Feb 2013*.

  - 2016 Best OM Paper in *Management Science*; 2015 INFORMS RM&P Section Prize; 2010 MSOM Student Paper Competition (first place).

- Inferring Rankings Using Constrained Sensing
  S. Jagabathula and D. Shah, *IEEE Transactions on Information Theory 57(11): 7288-7306, 2011*.

- Fair Scheduling in Networks Through Packet Election
  S. Jagabathula and D. Shah, *IEEE Transactions on Information Theory 57(3): 1368-1381, 2011*.

[†]Denotes Ph.D. student at the time of writing the paper.

Papers under review

- Estimating Large-Scale Tree Logit Models
  S. Jagabathula, P. Rusmevichientong, A. Venkataraman, and X. Zhao,† *2nd Major Revision at Operations Research, Aug 2022.*

- Demand Estimation under Uncertain Consideration Sets
  S. Jagabathula, D. Mitrofanov,† and G. Vulcano, *1st Major Revision at Operations Research, Jun 2022.*

  - 2019 MSOM Student Paper Competition (second place).
  - 2019 IBM Service Science Best Student Paper Award (finalist).

- Natural calamities, strikes, festivals, elections, or policies: What events drive food price fluctuations in India?
  S. Chakraborty, A. Venkataraman, S. Jagabathula, and L. Subramanian, *Submitted.*

- Predicting Angiographic Disease Status: Where to draw the line between demographically decoupled and jointly trained models?
  A. Balashankar,† A. Lees, S. Jagabathula, and L. Subramanian, *Submitted.*

- Granger-Causal Link Discovery in Large Temporal Networks through Conditional Models
  A. Balashankar,† S. Jagabathula, L. Subramanian, *Submitted.*

Working papers

- Customer Loyalty in Online Platforms: Empirical Evidence from Ride-Hailing
  S. Chitla,† M. Cohen, S. Jagabathula, and D. Mitrofanov

- Nonparametric Estimation of Mixing Distributions in the Presence of Unobserved Factors
  S. Chitla, S. Jagabathula, and A. Venkataraman

- An MM Algorithm for Estimating the MNL Model with Product Features
  S. Jagabathula and A. Venkataraman

- The Mallows Model of Discrete Choice in Operational Contexts
  S. Jagabathula and G. Vulcano.

- Assortment Optimization Under General Choice
  S. Jagabathula.

Refereed conference publications

Data mining/machine learning conferences

- Managing Market Mechanism Transitions: A Randomized Trial of Decentralized Pricing Versus Platform Control
  A. Filippas†, S. Jagabathula, and A. Sundararajan, *Accepted as Extended Abstract at the ACM Conference on Economics and Computation (EC), Phoenix, AZ, June 2019; 106/382 = 27.7% accepted.*

- Assortment Optimization Under the Mallows model
  A. Dèsir,† V. Goyal, S. Jagabathula, D. Segev, *Proceedings of Neural Information Processing Systems (NIPS) , Barcelona, Spain, Dec 2016; 568/2500 = 22.7% accepted.*

- Predicting Socio-Economic Indicators using News Events
  S. Chakraborty, A. Venkataraman,† S. Jagabathula, and L. Subramanian, *Proceedings of ACM SIGKDD Conference on Knowledge Discovery and Data Mining (KDD), San Francisco, California, Aug 2016; 17% accepted.*

- Reputation-based User Filtering in Crowd-sourcing Systems
  S. Jagabathula, L. Subramanian, and A. Venkataraman,† *Proceedings of Neural Information Processing Systems (NIPS), Montreal, Dec 2014; 395/1660 = 23.8% accepted.*

- Shopping for Products You Don't Know You Need
  S. Gollapudi, S. Jagabathula, and N. Mishra, *Proceedings of ACM WSDM, Hong Kong, Feb 2011; 83/372 = 22.3% accepted.*

- Towards a Data-Driven Approach to Modeling Choice (accepted as Spotlight paper)
  V. Farias, S. Jagabathula, and D. Shah, *Proceedings of Neural Information Processing Systems (NIPS), Vancouver, Dec 2009; 263/1105 = 23.8% accepted;* **spotlight: 64/1105 = 5.8%**.

- Inferring Rankings Under Constrained Sensing (accepted for oral presentation)
  S. Jagabathula and D. Shah, *Proceedings of Neural Information Processing Systems (NIPS), Vancouver, Dec 2008; 250/1016 = 24.6% acceptance;* **oral: 28/1016 = 2.8%**.

  – Outstanding student paper award (one of two awards given out of 1016 submissions.)

EE conferences

- Optimal Delay Scheduling in Networks with Arbitrary Constraints
  S. Jagabathula and D. Shah, *Proceedings of ACM/SIGMETRICS, Annapolis, Jun 2008; 18% accepted.*

- Fair Scheduling Through Packet Election
  S. Jagabathula and D. Shah, *Proceedings of IEEE INFOCOM, Phoenix, Apr 2008; 18% accepted.*

- On High Spatial Reuse Link Scheduling in STDMA Wireless Ad-Hoc Networks
  A. Gore, A. Karandikar, and S. Jagabathula, *Proceedings of IEEE GLOBECOM, Washington DC, Nov 2007; 1018/2576 = 39.5% accepted.*

Refereed Workshop Publications

- Causal Inference from News Streams
  A. Balashankar, S. Chakraborty, S. Fraiberger, S. Jagabathula, and L. Subramanian, *ICML Workshop on Machine Learning for Causal Inference, Counterfactual Prediction, and Autonomous Action (CausalML), 2018.*

- Exit, Voice, or Loyalty? A Randomized Field Experiment on Platform Design in the Sharing Economy
  A. Filippas, S. Jagabathula, and A. Sundararajan, *Workshop on Information Systems and Economics (WISE), 2017.*

- CollectiveTeach: A Platform for Integrating Web-based Educational Content into Lesson Plans
  J. Chen, S. Jagabathula, L. Subramanian, R. Ranawat, S. Vakil, and A. Venkataraman, *Proceedings of Workshop on Advancing Education with Data at KDD, 2017.*

- Limitation of Learning Rankings from Partial Information
  S. Jagabathula and D. Shah, *AIM Workshop on Ranking, 2010.*

- Recoverabilty Conditions for Rankings Under Partial Information
  S. Jagabathula and D. Shah, *Proceedings of NIPS Workshop on Advances in Rankings, 2009.*

PATENTS

- System and Method for Providing Personalized Recommendations
  D. Shah, V. Farias, S. Jagabathula, and A. Ammar, *U.S. Patent No. 9,251,527, Feb 2016.*
  Assignee: Massachusetts Institute of Technology, Licensed by: Celect, LLC
- System and Method for Finding Mood-Dependent Top Selling/Rated Lists
  D. Shah, V. Farias, S. Jagabathula, and A. Ammar, *U.S. Patent No. 9,201,968, Dec 2015.*
  Assignee: Massachusetts Institute of Technology, Licensed by: Celect, LLC
- Recommending Queries According to Mapping of Query Communities
  N. Mishra, S. Gollapudi, and S. Jagabathula, *U.S. Patent No. 9,171,045, Oct 2015.*
  Assignee: Microsoft Technology Licensing LLC

PH.D. STUDENT ADVISING

- **Nipun Thakurele**, OM group, NYU TOPS Department, 2021–present
- **Sandeep Chitla**, OM group, NYU TOPS Department, 2019–present
- **Xinyi Zhao**, OM group, NYU TOPS Department, 2017–2022
  (co-advised w/ Wenqiang Xiao)
  - Thesis title:
    - *Incentives in Operations*
  - First position:
    - Applied Scientist at Amazon
  - Summer internship:
    - IBM T. J. Watson Research Center, Yorktown Heights (Summer 2020)
- **Dmitry Mitrofanov**, OM group, NYU TOPS Department, Sep 2014–May 2020
  - Selected awards:
    - *Second Place, MSOM Student Paper Competition, 2019*
    - *Finalist, IBM Service Science Best Student Paper Competition, 2019*
  - Thesis title:
    - *Choice-based demand models for emerging applications in retail and online platform operations.*
  - First position:
    - Asst. Professor at Boston College, 2020–
- **Ashwin Venkataraman**, NYU Courant Computer Science Department, Sep 2012–May 2018
  (co-advised w/ Lakshminarayanan Subramanian)

  - Selected awards:
    - *Honorable mention (joint-second), George B. Dantzig Disseration Award, 2019*
    - *NYU Dean's Dissertation Fellowship 2017–2018*
  - Thesis title:
    - *Rethinking Customer Segmentation and Demand Learning in the Presence of Sparse, Diverse, and Large-scale Data*
  - Summer internships:
    - eBay.com (Summer 2016 & 2017)
    - Google (Summer 2013)
  - First position(s):
    - Postdoctoral Researcher at Harvard Institute for Quantitative Social Science, 2018–2019
    - Assistant Professor of Operations Management, Naveen Jindal School of Management, UT Dallas, 2019–

- **Apostolos Filippas**, IS group, NYU IOMS Department, Sep 2015–May 2018
  (co-advised w/ Arun Sundararajan)
  - Thesis title:
    - *Pricing, Mediating, and Learning in the Sharing Economy*
  - First position:
    - Asst. Professor at Stevens Institute of Technology, 2018–2019
  - Current position:
    - Asst. Professor at Gabelli School of Business, Fordham University, 2019–

- **Antoine Dèsir**, Columbia IEOR Department, Feb 2016–May 2017
  (primarily advised by Prof. Vineet Goyal)
  - Selected awards:
    - *2018 INFORMS Revenue Management and Pricing Section Dissertation Award*
    - 2017 MSO&M Student Paper Award (finalist)
  - Thesis title:
    - *Tractable Approaches for Assortment Optimization under General Choice Models*
  - First position(s):
    - Postdoctoral Researcher at Google, NYC, 2017–2018
    - Asst. Professor at Technology and Operations Management, INSEAD, 2018–

- **Thesis committee member**:
  - Jiashuo Jiang (NYU Stern, OM PhD, 2022)
  - Shixin Wang (NYU Stern, OM PhD, 2021)
  - Anran Li (Columbia, IEOR PhD, 2017)
  - Ying Liu (NYU Stern, OM PhD, 2016)
  - Panagiotis Adamopoulos (NYU Stern, IS PhD, 2016)
  - Sunandan Chakraborty (NYU Courant, CS PhD, 2015)

TEACHING EXPERIENCE

Full-time MBA program, Harvard Business School

Technology and Operations Management in the Required Curriculum (enrollment in parentheses): Fall 2018 (93)

Langone (part-time) MBA program, NYU Stern

Operations Management core (enrollment in parentheses): Fall 2020 (64) & Winter 2020 (49 & 15), Winter 2018 (65), Summer 2017 (67 & 20), Summer 2016 (43 & 74), Winter 2016 (68), Summer 2015 (51 & 73), Summer 2014 (65 & 23), Winter 2014 (34), Spring 2013 (26 & 44), Spring 2012 (44 & 48)

Ph.D. program, NYU Stern

Choice-based demand models have gained significant interest within operations over the last several decades. Recognizing the need for proper foundations in this area, I developed a Ph. D. course to provide a rigorous introduction to choice modeling. The course introduces choice models from first principles and teaches recent methodologies from within machine learning and operations disciplines to estimate and solve decision problems using them. The course has attracted students from operations, marketing, computer science, and information systems disciplines. This course is the first of its kind offered anywhere.

Spring 2017, Fall 2014, Fall 2012

Undergraduate program, NYU Stern

Gave three-hour lectures as part of the Undergraduate Honor's Program. The lectures introduced senior undergraduate students to research in the broad area of Revenue Management.

Spring 2015–2018, 2020-2021

Executive Education, NYU Stern

Lecture on "Competing through Artifical Intelligence (AI) and Machine Learning (ML)," GE Global Customer Summit, 2018.

SELECTED INVITED SEMINARS

Academic seminars

Oct 2022	Temple University Fox School of Business, OM Seminar [scheduled]
Sep 2022	Duke Fuqua School of Business, Operations Management Seminar
Sep 2022	University of Southern California Marshall School of Business, DSO Seminar
Apr 2022	2022 NYC Operations Day, Cornell Tech
Feb 2022	Queen's University Smith School of Business, OM Research Seminar
Aug 2021	NYU Stern, LAUNCH Insights to Innovation
May 2021	Google Workshop on Computational Mobility
Sep 2020	Massachusetts Institute of Technology, Data Science Lab Seminar
Jun 2020	Kelley School of Business, Indiana University, AI/Machine Learning Colloquium

May 2020	NYU Stern Faculty: Insights,Implications, and Impact of Coronavirus
Nov 2019	Baruch College, Zicklin School of Business, OM Seminar Series
Oct 2019	University of Michigan, Ross School of Business, OM Seminar Series
Aug 2019	Goizueta Business School, Emory University, ISOM Research Workshop
Jun 2019	INFORMS Revenue Management & Pricing Conference Spotlight Presentation
May 2019	Harvard Business School, Consortium for Operational Excellence in Retailing (COER)
May 2019	John's Hopkins University, Symposium on Data-driven Decision Making
Mar 2019	UF ISOM workshop on "Creating Business Value with Fusion of Tech. and Methods"
Mar 2019	UNC Kenan-Flagler Business School, Operations Management Seminar
Mar 2019	Duke Fuqua School of Business, Decision Sciences Seminar
Dec 2018	6th ISB POMS-Workshop, Indian School of Business
Oct 2018	Forging a New Discipline: Data-driven Supply Chain Management (IMA Workshop)
Jul 2018	Manufacturing and Service Operations Systems (MSOM) Special Interest Group on Services
Apr 2018	Indian School of Business, Operations Management & Management Science Dept. Seminar
Apr 2018	INSEAD (Singapore), Joint TOM/DS Seminar
Apr 2018	Singapore University of Technology and Design, Engineering Systems and Design Seminar
Apr 2018	National University of Singapore (NUS), Dept. of Analytics and Operations Seminar
Apr 2018	The Wharton School, Wharton OID Seminar
Jun 2017	Manufacturing and Service Operations Systems (MSOM) Special Interest Group on Services
May 2017	Harvard Business School, Consortium for Operational Excellence in Retailing (COER)
May 2017	Massachusetts Institute of Technology, Operations Management Seminar Series
Mar 2017	Harvard Business School, Operations Management Seminar Series
Sep 2016	Northwestern University, Kellogg School of Management, Operations Seminar Speaker
Sep 2016	University of Chicago, Booth School of Business, Operations/Management Science Workshop
Jun 2015	Harvard Business School, Consortium for Operational Excellence in Retailing (COER)
Apr 2015	Indian School of Business, Operations Management & Management Science Dept. Seminar
Mar 2015	University of Minnesota, Industrial and Systems Engineering Seminar
Sep 2014	Johns Hopkins University, Carey School of Business, Seminar Series
May 2014	University of Southern California, Marshall School of Business, OM Seminar Series
Oct 2013	IBM Research, Services Research Symposium, Yorktown Heights, NY
Oct 2013	IBM Research, Business Analytics and Mathematical Sciences, Yorktown Heights, NY
Oct 2013	Columbia University, IEOR-DRO Research Seminar Series
Apr 2013	Massachusetts Institute of Technology, Operations Management Seminar Series
Nov 2011	New York University, Machine Learning Seminar, Computer Science Department
Sep 2011	Indian School of Business, Operations Management & Management Science Dept. Seminar
Jan 2011	University of Chicago, Booth School of Business, Operations/Management Science Workshop
Jan 2011	New York University, Stern School of Business, OM Seminar Series
Jan 2011	Duke University, Fuqua School of Business, Decision Sciences Seminar
Jan 2011	Stanford University, Graduate School of Business, OIT Seminar
Dec 2010	Northwestern University, Kellogg School of Management, MEDS Seminar Speaker
Dec 2010	Draper Laboratories, Research Seminar
Oct 2010	Massachusetts Institute of Technology, OM Seminar Series
Jul 2009	Microsoft Research, Silicon Valley Lab

Industry seminars

Mar 2022	Walmart Marketing and Advertising Technology (MAT) Tech Council
Nov 2021	Facebook Core Data Science Seminar
Aug 2021	Uber Core Analytics and Science Group Seminar
Jun 2020	ML/AI in Pharma Sales and Marketing, Clirnet Webinar
Apr 2019	Digital Intiative Future Assembly, Harvard Business School
Mar 2019	Rhetoric Group, Oracle Lab's Machine Learning Group, Burlington, MA
Oct 2016	ActionIQ Academy Series (feat. prominent speakers in machine learning), New York
Jun 2015	American International Group (AIG), Academic Seminar
Mar 2015	Revionics Inc., Science Seminar (featuring prominent speakers in retail operations in academia)
Jul 2012	Oracle Retail, Research Seminar Series, Burlington, MA
Aug 2010	A9.com (fully-owned subsidiary of Amazon.com), Lunch Seminar Series, Palo Alto, CA
Aug 2007	Deutsche Bank AG, Intern Seminar Series, London, UK.

CONFERENCE PRESENTATIONS

INFORMS Annual Meeting	Seattle (2019), Phoenix (2018), Houston (2017), Nashville (2016), Philadelphia (2015), San Francisco (2014), Minneapolis (2013), Phoenix (2012), Charlotte (2011), Austin (2010)
MSOM Conference	Indiana University [virtual] (2021), Singapore (2019), Dallas (2018), Chapel Hill (2017), Seattle (2014), Fontainebleau (2013), New York (2012), Ann Arbor (2011), Haifa (2010)
Revenue Management & Pricing	U Chicago [virtual] (2022), Baltimore (2021), Palo Alto (2019), New York (2015), Istanbul (2014), New York (2011)
POMS Conference	Orlando (2016), Washington D.C. (2015)
NIPS Conference	Vancouver (2009), Vancouver (2008)
Marketing Science	Shanghai (2016)
SIAM Optimization	San Diego (2014)
EURO INFORMS	Rome (2013)
ISMP Conference	Berlin (2012)
ACM/SIGMETRICS	Annapolis (2008)
IEEE INFOCOMM	Phoenix (2008)

OTHER AWARDS AND HONORS

2019	George B. Dantzig Dissertation Award (joint-second) to advisee, Ashwin Venkataraman
2019	MSOM Student Paper Competition (second place) to student, Dmitry Mitrofanov
2019	IBM Service Science Best Paper Award (finalist) to student, Dmitry Mitrofanov
2019	MSOM Service SIG Cluster Chair, INFORMS Annual Meeting
2018	Revenue Management Cluster Chair, INFORMS Annual Meeting
2017	MSOM Student Paper Competition (finalist) to student, Antoine Dèsir
2016, 2017	Management Science Meritorious Service Award
2016	Co-organizer of the flagship INFORMS RM&P Conference at NYU Stern
2006	Dilip R. Limaye Academic Excellence Award
2006	Prof. K. C. Mukherjee Memorial Prize
2005	Manjula Bagmal Memorial Foundation Trust Prize

2005 Mrs. Ila Chandrakant Scholarship
2005 Rakesh Mathur Excellence Award
2002 Heritage Fund Scholarship, IIT Bombay
2002 Ranked 38 out of more than 150,000 students in IIT-JEE 2002

PROFESSIONAL SERVICE TO JOURNALS AND CONFERENCES

- **Chair of RM&P Section Prize.** Chair of the 2021 iteration of the prestigious Revenue Management and Pricing Section Prize.
- **SIG Day co-Chair.** SIG Day co-Chair (w/ Prof. Bob Batt) for Service Management at the 2021 MSOM Conference
- **Program Committee.** 2018 ACM SIGCAS Conference on Computing and Sustainable Societies (ACM COMPASS)
- **Conference Organizer.**
  - Co-organizer of the "2022 NYC Operations Day" (April 29, 2022), jointly with Adam Elmachtoub (Columbia IEOR), Omar El Housni (Cornell Tech), and Nikhil Garg (Cornell Tech)
  - Co-organizer of the "16th Annual INFORMS Revenue Management and Pricing Conference" (Jun 16–Jun 17, 2016), jointly with Ilan Lobel and Gustavo Vulcano
    * Flagship conference for researchers working in the areas of pricing and revenue management, running since 2001
    * Largest one to-date: 80 presentations and 186+ attendees
    * Novel feature: Panel discussion on "Revenue Management in Online Markets" with panelists from AppNexus, AirBnB, MIT, Columbia/Uber
- **Cluster Chair.**
  - 2019 INFORMS Annual Meeting, Service Management SIG Cluster Chair
  - 2018 INFORMS Annual Meeting, Revenue Management and Pricing Cluster
- **Session Chair.** INFORMS Annual Meeting (2012, 2015, 2017, 2019, 2022)
- **Ad-hoc Reviewer.** *Advances in Numerical Analysis, INFORMS Journal on Computing, INFORMS Journal on Optimization, Journal of Machine Learning Research (JMLR), Management Science, Manufacturing and Service Operations Management (MSOM), Manufacturing and Service Operations Management (MSOM) conference, Mathematics of Operations Research (MathOR), Neural Information Processing Systems (NIPS), Operations Research (OR), Operations Research Letters, Production and Operations Management (POMS), SIAM Journal on Mathematics of Data Science (SIMODS), Transportation Research Part A*
  - Management Science Meritorious Service Award (2016, 2017)

OTHER PROFESSIONAL SERVICE

- **Committee member.**
  - Revenue Management and Pricing Section Student Paper Prize (2020)
  - The Inaugural 2020 RMP Data-Driven Research Challenge
- **Panelist.** Twice NSF panelist for "Services, Manufacturing, and Operations Research" program
- **Panelist.** NYU Center for Data Science Seed Grant Proposal
- **Referee.** MSOM Service Ops SIG (2016, 2018, 2020)
- **Judge.** MSOM Student Paper Competition (2012, 2013, 2014, 2015, 2016)

SERVICE TO NYU

- **Event Organization.**
  - Organizer of the NYU-wide "CDS Data Science Showcase Event" (2014–2016)
    - Flagship event of the NYU Center for Data Science – an interdisciplinary center aimed at bringing together researchers working in data science from across the university
    - Increased attendance by inviting high-profile speakers with a broad data science appeal
    - Marquee events:
      - Panel on "Artificial Intelligence – the Past, the Present, and the Future" featuring Profs. Ernest Davis, Vasant Dhar, Yann LeCun, and Gary Markus and moderated by Zaid Harchaoui (100+ attendees)
      - Panel on "Education and Technology," scheduled for Feb 2017.
  - Co-organizer of NYU OM Seminar Series (2012–2015), jointly with Arash Asadpour
- **Recruitment Committees.**
  - Chair, OM Recruitment Committee, 2019-2020
  - Junior Faculty Recruitment Committee member (shortlisting, meeting candidates, attending talks, and making final recommendations)
    - Operations Management Group: 2011–2012, 2012–2013, 2013–2014, 2014–2015
    - Information Systems Group: 2013–2014, 2015–2016
    - Statistics Group: 2021–2022
  - OM Ph.D. student recruitment committee (shortlisting, talking to candidates, and making offers) in the years 2012–present.
- **Other Committee Work.**
  - Member of the Technology, Operations, and Statistics Executive Committee.
  - Member of the "NYU CDS Methods Working Group" (2014–present), which is responsible for designing events (seed grants, talks, tutorials, etc.) to bring together researchers in data science methods from across NYU.

  - Program Committee Member for NYU Stern Center for Business Analytics Revenue Management (RM) Round Table (2013, 2015). Provided the academic perspective and facilitated discussions on current RM problems facing industry
  - Chair of the department-wide work-stream on "Thought Leadership in Business Analytics" (2013-2014). Summarized the recommendations in a report and presented them to the department.

- **Video Lectures.** Contributed video lectures on "Inventory Management" to Ops in NYC course. The video was featured in the following publications:

  - Vai, M. & Sosulski, K. (2015). Essentials of online course design: A standards-based guide. 2nd edition. New York: Routledge. URL: http://essentialsofonlinecoursedesign.com
  - Sosulski, K. & Chernoff, H. (2015). Operations management outside of the classroom: An experiential approach to teaching enabled by online learning. Bank Street Occasional Paper Series 34. URL: http://www.bankstreet.edu/occasional-paper-series/34/

- **Undergraduate Advising.** Co-advised (w/ Prof. Rene Caldentey) Stern undergraduate student Anisha Patel on Honor's thesis (2014-2015), entitled "The Indecisive Shopper: Incorporating Choice Paralysis into the Multinomial Logit Model"