

# Curriculum Vitae

## Pantelis M. Loupos

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### PERSONAL DATA

1651 W. Cortez St.  
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### EDUCATION

#### **Kellogg School of Management, Northwestern**

PhD in Operations Management, 2013-18 (Expected)

- Advisor: Professor Eric Anderson

MS in Managerial Economics & Decision Sciences, 2018

#### **Searle Center for Advancing Learning & Teaching, Northwestern**

Teaching Certificate Program, 2016-17

#### **Georgia Institute of Technology, Atlanta, USA**

MS in Operations Research at ISyE, 2011-12

- GPA: 3.8/4
- Advisor: Professor Craig A. Tovey

#### **University of Patras, Patras, Greece**

5-year Engineer Diploma, Electrical and Computer Engineering, 2006-11

- GPA: 8.24/10 (Ranked 4th out of 231)
- Advisor: Professor George V. Moustakides

### RESEARCH INTERESTS

Social Networks, CRM, Business Analytics, Marketing-Operations Interface.

### AWARDS

- Finalist at "Doing Good with Good OR" Informs Competition, 2016.
- Third Award in the Greek Mathematics Olympiad, Mathematical Society of Greece, 2005.

### TEACHING EXPERIENCE

Teaching Assistant at **Kellogg School of Management**

- **Executive MBA**
  - Marketing Analytics: Leading with Big Data (MKTGX-950), Spring 2018.
  - Retail Analytics: Pricing and Promotion (MKTGX-462), Spring 2016-17.
  - Decision Modeling and Optimization in Excel (OPNSX- 450), Winter 2016-18.
- **MBA**
  - The General Rookie Manager (OPNS- 925), Spring 2016-17.
  - Analytical Decision Modeling in Excel (OPNSX- 450), Winter 2016-18.
  - Applied Advanced Analytics (OPNS 940), Spring 2014-18.

Teaching Assistant at **Georgia Institute of Technology**

- Statistics & Applications (ISyE 3770), Spring & Summer 2012.
- Stochastic Manufacturing & Service Systems (ISyE 3232), Fall 2012.

PAPERS

- Starting Cold: The Power of Social Networks in Predicting Non-Contractual Customer Behavior. Joint work with Alexandros Nathan and Moran Cerf. Under Review
- Not All Adoptions Are Equal: Predicting Structural Virality in Venmo. Joint work with Alexandros Nathan, Noshir Contractor and Moran Cerf. Submitted
- The Structure and Evolution of an Offline Peer-to-Peer Financial Network. Joint work with Alexandros Nathan. (Preprint at <https://arxiv.org/abs/1806.06328>)
- Finding Strong Ties in a Facebook Haystack: A Multilayer Social Network Approach. Working Paper
- Venmo for Change: How Donations Drive Up Customer Engagement. Joint work with Marcel Fafchamps. Work in Progress
- The Operational Challenges of Sharing-Economies: An Optimal Re-balancing Mechanism for the Bike-Sharing Industry. Joint work with Can Ürgün. Finalist Paper at Doing Good with Good OR Competition, Work in Progress

INVITED  
PRESENTATIONS/  
CONFERENCES

- Data Science Nights, Northwestern Institute on Complex Systems, 2018.
- INFORMS, Houston, 2017.
- INFORMS, Nashville, 2016.
- Society for Industrial and Applied Mathematics (SIAM) at Northwestern, 2016.
- BIG Ideas Doctoral Workshop, Harvard Kennedy School, 2016.
- Divvy Bikes HQ, 2016.
- Amazon Research Symposium, 2014.

TECHNICAL SKILLS Programming: Python, PySpark, C, SQL

Applications:  $\LaTeX$ , MATLAB, Mathematica, STATA, R

LANGUAGES

**Greek:** Mother tongue  
**English:** Fluent  
**French:** Conversant  
**Spanish:** Beginner

GENERAL  
INTERESTS

Philosophy, Music, Food Science, BJJ, Yoga, Poker