

Summary	I am an economist specializing in demand estimation, causal inference, and industrial organization. I employ descriptive analytics, theoretical models, and frontier statistical methods to solve business problems for stakeholders across Microsoft, including product design, monetization strategy, and pricing for multi-million dollar businesses	
Employment	Microsoft	2025 to Present
	Senior Researcher, Office of the Chief Economist	
	<ul style="list-style-type: none"> Develop causal estimates evaluating the impact of changes to support service monetization for resellers, finding a \$XX million impact on revenue Contribute to tools and processes for automating causal inference 	
	Postal Regulatory Commission	2015 to 2019
	Econometrician/Economist	
	<ul style="list-style-type: none"> Developed and implemented incremental cost attribution methodology from USPS letter and parcel products, upheld upon judicial review and adopted for regulatory compliance Used econometric analysis to develop density-based rate adjustment for letter mail and minimum margin for parcel products to improve price efficiency, upheld upon judicial review Forecasted economic impacts of changes in international postal regulations, informing US policy positions at the Universal Postal Union 	
Publications	“ Reproducibility in Management Science ,” <i>Management Science</i> (Member of the Management Science Reproducibility Collaboration)	
Working Papers	Playing to the Algorithm: How Spotify’s Recommendations Shape Music Production	
Works in Progress	<p>“Costs, Discount Factors, and Coordination in the Airline Industry” with Federico Ciliberto and Alon Eizenberg</p> <p>“The Art of Selling Art: Modeling Demand to Optimize Listings for Emerging Artists on Online Platforms” with Ishita Chakraborty and Sharmistha Sikdar</p> <p>“TikTok Trends and Spotify Spillovers” with Tsolmon Otgon</p> <p>“The Role of Business Models on Media Bias” with Jenna Blochowicz</p> <p>“Distributing the Windfall from Transformative Technologies” with Anton Korinek</p>	
Education	University of Virginia	2019 to 2025
	Ph.D. Economics	
	University of Virginia	2019 to 2020
	MA, Economics	
	Hamilton College	2010 to 2014
	BA, Economics and Philosophy (both Honors), Summa Cum Laude	
Software Skills	Python, R, MATLAB, STATA	
Fields	<p>Primary: Industrial Organization, Econometrics, Applied Microeconomics</p> <p>Secondary: Digital Economics, Economics of AI, Economics of Music</p>	
Seminars & Conferences	Asia-Pacific Industrial Organization Conference (Presenter and Session Chair); Hamilton College; Cornerstone Research (Poster)	2025

	Microsoft Office of the Chief Economist; Indiana University Bloomington (Scheduled); DePauw University; Southern Economic Association; Cornerstone Research (Poster); Economics Research Colloquium, University of Virginia	2024
	NBER Digitization Tutorial/Workshop on Digital Economics; Quantitative Collaborative, University of Virginia	2023
	Economics Research Colloquium, University of Virginia	2022
Research & Professional Experience	Research Assistant: Simon Anderson and Özlem Bedre-Defolie Anton Korinek Amalia Miller	2021 to 2024 2022 to 2023 2020 to 2021
	Postal Regulatory Commission, Economist	2015 to 2019
	Federal Deposit Insurance Corporation, Economic Research Assistant	2014 to 2015
Referee Service	<i>Journal of Law and Economics</i>	2024