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| 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>“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 | International Industrial Organization Conference, ESIF Economics and AI+ML Meeting | 2026 |
| | 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 **2021 to 2024**
Anton Korinek **2022 to 2023**
Amalia Miller **2020 to 2021**

Federal Deposit Insurance Corporation, Economic Research Assistant **2014 to 2015**

Referee Service

Journal of Law and Economics **2024**