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EDUCATION

University of Pennsylvania, The Wharton School, Philadelphia, PA

PhD, Operations and Information Management, August 2007 (expected)

Dissertation: "Econometric analysis of inventory and capacity management"

Advisors: Gerard Cachon, Christian Terwiesch

M.A. in Statistics, 2006

University of Chile, Santiago, Chile

Industrial Engineer, School of Engineering, 2000

B.S., Industrial Engineering, 2000

RESEARCH AREAS

Supply chain management, empirical research in Operations Management, applied econometrics and industrial organization.

PROFESSIONAL EXPERIENCE

Full-time instructor, Industrial Engineering Department, University of Chile, 2000-2002.

TEACHING EXPERIENCE

Teacher Assistant, The Wharton School, University of Pennsylvania.

MBA core course on Process Management (Executive MBA 2004-2006; MBA 2006)

MBA core course on Supply Chain Management (2006)

MBA core course on Decision Models & Uncertainty (2005, 2006)

MBA elective on Integrating Marketing and Operations Management (2005, 2006)

MBA elective on Mathematical Models in Finance (2004, 2005)

PhD course on Empirical Research in Operations Management (2005)

Undergraduate course on Management Information Systems (2003)

Lecturer, Universidad de Chile, Industrial Engineering Department.

Undergraduate course in Management Information Systems (2000-2002)

Undergraduate course in Optimization (2000)

SUBMITTED PAPERS

Structural estimation of the Newsvendor model: Theory and application, with C. Terwiesch and L. Cassorla, 2006. Under review in Management Science.

Drivers of inventory performance in the U.S. automotive industry, with G. Cachon, 2006.

WORK IN PROGRESS

Inventory performance of auto dealerships: The role of local market conditions, with G. Cachon.

Demand estimation of fashion goods based on early season sales, with G. Cachon.

Estimating the impact of stock-outs on demand: An empirical analysis of a Spanish retailer, with E. Bradlow, D. Corsten, A. Musalem and C. Terwiesch (Funded by Baker Retailing Center, The Wharton School, University of Pennsylvania).

PRESENTATIONS

Drivers of finished goods inventory performance in the U.S. automobile industry
MSOM conference, June 2006, Atlanta, GA.
INFORMS conference, November 2005, San Francisco, CA.
MSOM conference, June 2005, Evanston, IL.

Structural estimation of the newsvendor model: Theory and application
Workshop on Empirical Research in OM, September 2006, Philadelphia, PA.
INFORMS Conference, November 2005, San Francisco, CA.

Leadtimes and price volatility
INFORMS conference, October 2004, Denver, CO.

Dual ascent over large-scale uncapacitated network design applied to forestry road design
Symposium of Models and Systems in Forestry, March 2002, Punta de Tralca, Chile.
OPTIMA conference, October 2001, Curicó, Chile.
JAIIO conference, September 2001, Buenos Aires, Argentina.

HONORS AND AWARDS

OPIM Outstanding Scholar Award, The Wharton School, University of Pennsylvania, 2005.

Doctoral Fellowship, The Wharton School, University of Pennsylvania, 2002-2006.

Presidente de la Republica, Fellowship, MIDEPLAN, Chile, 2002.

Best undergraduate thesis, 2001, ICHIO (Chilean OR Society).

Second place in undergraduate thesis contest, 2001, SADIO (Argentinean OR Society).

Best Teaching Assistant award, Industrial Engineering Department, University of Chile, 2000.

Dean's List, School of Engineering, University of Chile, 1996-1998.

CONSULTING

O'Neill, demand forecasting (with G. Cachon), 2005-2006.

Costumer Gallery, demand forecasting (with Y.S. Zheng), 2003-2004.

Aracruz Cellulose, decision support system for forest planning (with R. Epstein), 1999-2000.

Telefonica Chile, implementation of financial models, 1999.

PROFESSIONAL SERVICE

Associate Editor, “Revista Ingenieria de Sistemas”, Industrial Engineering Department, Universidad de Chile (2001-2002).

Referee: Conicyt (Chilean NSF), IIE.

Professional memberships: Informs.

REFERENCES

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Christian Terwiesch, Operations and Information Management, The Wharton School, University of Pennsylvania. Email: terwiesch@wharton.upenn.edu. Phone: 215-898-8541.

Lorin Hitt, Operations and Information Management, The Wharton School, University of Pennsylvania. Email: lhitt@wharton.upenn.edu. Phone: 215-898-7730.

Joel Waldfogel, Business and Public Policy, The Wharton School, University of Pennsylvania. Email: waldfogj@wharton.upenn.edu. Phone: 215-898-7148.