

Jacob Feldman
jbfeldman@wustl.edu, 301-785-2577

ACADEMIC EXPERIENCE

Associate Professor in Operations Management (without tenure), Washington University in St. Louis, 2020-Present

Assistant Professor in Operations Management, Washington University in St. Louis, 2015-2020

EDUCATION

Ph.D., Operations Research - 2015
Cornell University, Ithaca, NY

Master of Science, Operations Research - 2012
Cornell University, Ithaca, NY

Bachelor of Science, Mathematics - 2010
Harvey Mudd College (HMC), Claremont, CA

PUBLISHED PAPERS

Feldman, J., Topaloglu, H., Bai, Y., Wagner, L. *Assortment Optimization under the Multinomial Logit Model with Utility-Based Rank Cutoffs*, forthcoming, Operations Research.

Feldman, J., Topaloglu, H., Wagner, L., Segev, D., Bai, Y. *Assortment Optimization under the Multi-Purchase Multinomial Logit Choice Model*, Operations Research, 2023.

Feldman, J., Jiang, P. *Display Optimization under the Multinomial Logit Choice Model: Balancing Revenue and Customer Satisfaction*, Production and Operations Management, 2023.

Jacob Feldman, Xingxing Chen, Seung Hwan Jung and Panos Kouvelis *Approximation Schemes for the Joint Inventory Selection and Online Resource Allocation Problem*, Production and Operations Management, 2023.

Jacob Feldman, Ali Aouad, Danny Segev *The Exponential Choice Model for Assortment Optimization: An Alternative to the MNL Model?*, Management Science, 2022.

Jacob Feldman, Danny Segev *The Multinomial Logit Model with Sequential Offerings: Algorithmic Frameworks for Product Recommendation Displays*, Operations Research, 2021.

Jacob Feldman, Dennis Zhang, Xiaofei Liu, Nannan Zhang *Customer Choice Models versus Machine Learning: Finding Optimal Product Displays at Alibaba*, Operations Research, 2021.

Jacob Feldman, Alice Paul, *Relating the Approximability of the Fixed Cost and Space Constrained Assortment Problem*, Productions and Operations Management, 2019.

Jacob Feldman, Huseyin Topaloglu, Alice Paul *Assortment Optimization with Small Consideration Sets*, Operations Research, 2019.

Jacob Feldman, James Mario Davis, Alice Paul, *Assortment Optimization and Pricing under a Nonparametric Tree Choice Model*, Manufacturing and Service Operations Management, 2018

Jacob Feldman, Huseyin Topaloglu, *Capacitated Assortment Optimization under the Multinomial Logit Model with Nested Consideration Sets*, Operations Research, 2018.

Jacob Feldman, Huseyin Topaloglu, *Revenue Management under a Markov Chain Choice Model*, Operations Research, 2017.

Jacob Feldman, Huseyin Topaloglu, *Assortment Optimization for the Nested Logit Model with Capacity Constraints across the Nests*, Operations Research, 2015.

Jacob Feldman, Huseyin Topaloglu, *Obtaining Upper Bounds on the Optimal Expected Revenue for Assortment Optimization under the Mixed Multinomial Logit Choice Model*, Production and Operations Management, 2015.

Jacob Feldman, Nan Lui, Serhan Ziya, Huseyin Topaloglu, *Appointment Scheduling under Patient Preferences and No-Show Behavior*, Operations Research, 2014.

SUBMITTED/WORKING PAPERS

Jacob Feldman, Ali Aouad, Danny Segev, Dennis Zhang *Click-Based MNL: Algorithmic Frameworks for Modeling Click Data in Assortment Optimization*, Minor Revision, Manage-

ment Science.

Feldman, J., Segev, D. *Dynamic Pricing with Menu Costs: Approximation Schemes and Applications to Grocery Retail*, Major Revision, Operations Research

Feldman, J., Kouvelis, P., Qiu, Y., *A New Class of Revenue Management Problems with Overbooking and No-Shows: Shoring up Trust between Shippers and Carriers in Maritime Container Shipping*. Reject and Resubmit, Manufacturing and Service Operations Management .

AWARDS/HONORS

Finalist - Best OM Paper Published in Operations Research for “Customer Choice Models versus Machine Learning: Finding Optimal Product Displays at Alibaba”

Winner - Revenue Management and Pricing Award for “Customer Choice Models versus Machine Learning: Finding Optimal Product Displays at Alibaba”

Semi-Finalist - Wagner Prize 2019 for “Customer Choice Models versus Machine Learning: Finding Optimal Product Displays at Alibaba”

Winner - Olin Award 2019 for “Customer Choice Models versus Machine Learning: Finding Optimal Product Displays at Alibaba”

Finalist - Innovative Applications in Analytics Award 2019 for “Customer Choice Models versus Machine Learning: Finding Optimal Product Displays at Alibaba”

Distinguished Service Reward - MSOM

Distinguished Service Reward - Management Science

Cornell Graduate Fellow

HMC Dean’s List Distinction (4 semesters)

Graduated HMC with Distinction and Honors in Mathematics

SEMINAR, WORKSHOP AND SPOTLIGHT TALKS

Carey Business School (JHU), “A New Class of Revenue Management Problems with Overbooking and No-Shows: Shoring up Trust between Shippers and Carriers in Maritime Container Shipping”, September 2022.

Revenue Management and Pricing, Chicago Booth, “Dynamic Pricing with Menu Costs: Approximation Schemes and Applications to Grocery Retail”, June 2022. **Selected for spotlight track**

London Business School, “A New Class of Revenue Management Problems with Overbooking and No-Shows: Shoring up Trust between Shippers and Carriers in Maritime Container Shipping”, February 2022.

University of Connecticut, “Assortment Optimization under the Multi-Purchase Multinomial Logit Choice Model”, November 2021.

University of British Columbia, “Click-Based MNL: Algorithmic Frameworks for Modeling Click Data in Assortment Optimization”, January 2021.

Revenue Management and Pricing, Stanford University, “Click-Based MNL: Algorithmic Frameworks for Modeling Click Data in Assortment Optimization”, June 2019. **Selected for spotlight track**

John’s Hopkins Data Driven Decision Making Workshop, “Click-Based MNL: Algorithmic Frameworks for Modeling Click Data in Assortment Optimization”, May 2019. **One of 8 invited speakers**

Rice, “Taking Assortment Optimization from Theory to Practice: Evidence from Large Field Experiments on Alibaba”, March 2019

UCLA, “Taking Assortment Optimization from Theory to Practice: Evidence from Large Field Experiments on Alibaba”, May 2018

UIUC, “Taking Assortment Optimization from Theory to Practice: Evidence from Large Field Experiments on Alibaba”, April 2018

EDITORIAL WORK

Associate Editor, Manufacturing and Service Operations, 2021 - present.

Senior Editor, Production and Operations Management, 2023 - present.

Ad hoc reviewer: Operations Research, Management Science, MSOM, POMS, INFORMS Journal of Optimization, IIE Transactions, INFORMS Journal of Computing

TEACHING EXPERIENCE

SCOT430 Instructor, Olin Business School, Washington University, Fall 2022

DAT561N Instructor, Olin Business School, Washington University, Fall 2019, 2020

DAT301E Instructor, Olin Business School, Washington University, Fall 2017, 2018, 2019, 2020, 2022

QBA 200a Instructor, Olin Business School, Washington University, Fall 2015, 2016, 2017, 2018

ENGRD 2700 Instructor, School of ORIE, Cornell University, Fall 2014

ORIE 3120 Teaching Assistant, School of ORIE, Cornell University, Spring 2014

SYSN 5200 Teaching Assistant, School of ORIE, Cornell University, Spring 2013

ORIE 3300 Teaching Assistant, School of ORIE, Cornell University, Fall 2012

ORIE 3310 Teaching Assistant, School of ORIE, Cornell University, Spring 2012

ORIE 3300 Teaching Assistant, School of ORIE, Cornell University, Fall 2011

ORIE 3300 Teaching Assistant, School of ORIE, Cornell University, Summer 2011

Academic Excellence Math Tutor, Department of Mathematics, HMC, Fall 2009-Spring 2010

WORK EXPERIENCE

Swiftly Inc, Consultant, Fall 2015 -Present

Amazon, Research Scientist Intern, Summer 2014

Swoopthat LLC, Consultant , 2010-2012