

# ARUN KUMAR ROUT

University at Buffalo School of Management, The State University of New York

arout@buffalo.edu

---

## PROFESSIONAL EXPERIENCE

Assistant Professor of Operations Management and Strategy, University at Buffalo School of Management, The State University of New York, 2024–Present

General Manager - Sales and Operations (North), Mountain Trail Foods Pvt. Ltd. (Chai Point), India, 2014–2016

Senior Associate, Boston Consulting Group, India, 2013–2014

Operations Support Engineer and Field Engineer, Schlumberger Limited, Kingdom of Saudi Arabia, 2007–2012

## EDUCATION

Ph.D. in Operations Management, 2018–2024

**The University of Texas at Dallas**

*Advisors:* Milind Dawande and Ganesh Janakiraman

Research Associate, 2016–2018

**Indian School of Business, India**

Post Graduate Programme in Management (M.B.A.), 2012–2013

**Indian School of Business, India**

Bachelor of Technology (Hons.) in Mechanical Engineering, 2003–2007

**Indian Institute of Technology Kharagpur, India**

## RESEARCH AND TEACHING EXPERIENCE

RESEARCH INTERESTS: Pricing and Revenue Management, Supply Chain Management, Behavioral Operations Management, Mechanism Design, Optimization, Game Theory

### PUBLICATIONS AND WORKING PAPERS

**Arun Kumar Rout**, Milind Dawande, Ganesh Janakiraman. 2023. Cloud-Kitchens: Value Creation Through Co-Location. **Production and Operations Management**

**Arun Kumar Rout**, Haokun Du, Milind Dawande, Ganesh Janakiraman. 2023. A Prior-Free, Asymptotically Efficient Mechanism for Two-Sided Platforms with Dynamic Arrivals. *Reject and Resubmit* – **Operations Research**

**Arun Kumar Rout**, Haokun Du, Milind Dawande, Ganesh Janakiraman. 2025. From Hatchbacks to Minivans: Optimizing Acceptance and Packing Decisions on Two-Sided Car-Shipping Platforms. *Under Review* – **Management Science**

**Arun Kumar Rout**, Özalp Özer, A. Serdar Simsek. 2023. Emotions-Driven Pricing and Inventory Management: Unveiling Consumer Anticipation of Disappointment-Elation and Regret-Rejoice. *Work in Progress–Target Journal: Management Science*.

- Honorable Mention in the **College of Behavior in Operations Management (POMS) Junior Scholar Paper Competition 2022**

**Arun Kumar Rout**, Haokun Du, Milind Dawande, Ganesh Janakiraman. 2023. Profit Maximization in Dynamic Two-Sided Markets. Work in Progress–Target Journal: Operations Research.

Milind Sohoni, Vijaya Sunder M, Sandeep Chitla, **Arun Kumar Rout**, Aditya Mallya. 2022. Data-Analytics-Based Decision-Making at Teach for India. **HBS case: ISB325**

#### TEACHING EXPERIENCE

**Instructor**, Global Economics & Business Firm (Online MBA course), Spring 2025, University at Buffalo.

**Instructor**, Business Economics (MBA course), Spring 2025, University at Buffalo.

**Instructor**, Operations Management (undergraduate course), Summer 2022, The University of Texas at Dallas.

Conducted a virtual case discussion for Post Graduate Programme in Management for Senior Executives (Exec MBA), 2017, Indian School of Business.

#### CONFERENCE PRESENTATIONS

##### **A Prior-Free, Asymptotically Efficient Mechanism for Two-Sided Platforms with Dynamic Arrivals**

- POMS Annual Meeting 2025 (Atlanta)
- POMS Annual Meeting 2024 (Minneapolis)
- INFORMS Annual Meeting 2024 (Seattle)
- INFORMS Annual Meeting 2023 (Phoenix)

##### **Profit Maximization in Dynamic Two-Sided Markets**

- POMS Annual Meeting 2025 (Atlanta)

##### **Emotions-Driven Pricing and Inventory Management: Unveiling Consumer Anticipation of Disappointment-Elation and Regret-Rejoice**

- POMS Annual Conference 2023 (Orlando)
- INFORMS Annual Meeting 2022 (Indianapolis)
- INFORMS Annual Meeting 2021 (Virtual)
- INFORMS Revenue Management and Pricing Section Conference 2022 (Virtual)

##### **Cloud-Kitchens: Value Creation Through Co-Location**

- POMS Annual Conference 2022 (Virtual)

#### AWARDS AND ASSOCIATIONS

Dean's Excellence Scholarship – The University of Texas at Dallas

Eugene McDermott Graduate Fellow – The University of Texas at Dallas

Honorable Mention in the College of Behavior in Operations Management (POMS) Junior Scholar Paper Competition 2022

Dean's List and Merit List; Rank 13 in a batch of 765 students – Indian School of Business

Ranked in top 10% in department at Indian Institute of Technology Kharagpur

Awarded National Talent Search Examination (NTSE) scholarship – A national level scholarship awarded to 10th-standard students

Awarded “MEA QSTOP Area Award” for an operational intervention, awarded to only 3 employees out of 10000+ employees – Schlumberger Ltd.

Received certificate of appreciation from client for completing 4 wells in 57 days against client's target of 68 days – Schlumberger Ltd.

Member: INFORMS, MSOM, POMS, and Phi Kappa Phi Honor Society (invited member)