

ARUN KUMAR ROUT

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

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PROFESSIONAL EXPERIENCE

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

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, Milind Dawande, Ganesh Janakiraman. 2023. A Prior-Free, Asymptotically Efficient Mechanism for Two-Sided Platforms with Dynamic Arrivals. *Under Review* – **Operations Research**

Arun Kumar Rout, Özalp Özer, A. Serdar Simsek. 2023. Emotions-Driven Pricing and Inventory Management: Unveiling Consumer Anticipation of Disappointment-Elation and Regret-Rejoice. To be submitted to **Management Science**.

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

Arun Kumar Rout, Milind Dawande, Ganesh Janakiraman. 2023. Profit Maximization in Dynamic Two-Sided Markets. To be submitted to **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, Operations Management (undergraduate course), Summer 2022. Official Instructor Evaluation: **4.58/5.00**, Enrollment: 35

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

CONFERENCE PRESENTATIONS

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

- INFORMS Annual Meeting 2023 (Phoenix)

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)