

# Andre du Pin Calmon

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## Academic Positions

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**Scheller College of Business - Georgia Institute of Technology**  
*Assistant Professor of Operations Management*

**Atlanta, GA**  
2020-present

**INSEAD**

*Assistant Professor of Technology and Operations Management*

**Fontainebleau, France**  
2014-2020

o On courtesy leave (2020 - present)

o The Patrick and Valentine Firmenich Fellow for Business and Society (2018-2020)

## Education

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**Massachusetts Institute of Technology**  
*Ph.D. in Operations Research*

**Cambridge, MA**  
2009–2014

**Universidade Estadual de Campinas**  
*M.Sc. in Electrical Engineering*

**Campinas, Brazil**  
2007-2009

**Universidade de Brasília**  
*B.Sc. in Electrical Engineering*

**Brasília, Brazil**  
2002-2006

## Forthcoming and Published Papers

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1. "Warranty Matching in a Consumer Electronics Closed-Loop Supply Chain", with S. Graves and S. Lemmens. *Forthcoming in M&SOM (Available Online)*
2. "Revenue Management with Repeated Customer Interactions", with F. Ciocan and G. Romero. *Forthcoming in Management Science (Available Online)*.
3. "Inventory Management in a Consumer Electronics Closed-Loop Supply Chain," with S. Graves, *M&SOM*, vol. 19, no. 4, pp. 568-585, Apr. 2017.

## Submitted Working Papers

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4. "Operational Strategies for Distributing Durable Goods in the Base of the Pyramid", with D. Jue-Rajasingh, G. Romero, and J. Stenson. *Major Revision at M&SOM*.
5. "Data Analytics for Creative Processes: Designing the Next Great Product", with F.P. Calmon, R.T. Goodwin, and J. Zazo. *Major Revision at M&SOM*.
6. "Pricing and Job Allocation in Online Labor Platforms", with V. Araman and K. Fridgeirsdottir. *Reject and Resubmit at M&SOM*.
7. "Seed Manufacturing Under Climate Change: The Impact of Extreme Weather Events", with U. Serhatli and E. Yucesan. *Under Review in Operations Research*.

## Working Papers

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8. "Adoption of Traceability Technology in Supply Chain Networks", with P. Blaettchen and G. Hall. *Available upon request*
9. "Forecasting Failures in a Closed-Loop Supply Chain", with S. Graves and S. Lemmens. *Available upon request.*
10. "Operations Management Challenges in a "Cloud Factory": Distributed Manufacturing of Handmade Goods in Kenya", with V. Araman and A. Ovchinnikov. *Available upon request.*

## Work in Progress

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- o "The Role of Sales Executives in the BOP: Evidence from India", with O. Fatunde, G. Romero, and J. de Zegher.
- o "Searching for the Road from Farm to Fork: Information Systems for Traceability", with P. Blaettchen and S. Hasija.
- o "Teams that Change the World: Social Network Dynamics in a Sustainability Hackathon", S. Jang and J. Mell.
- o "Increasing the Quality of Agricultural Produce in Developing Countries", S. Hasija and K. Sudhir.

## Publications in Conference Proceedings

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- o "Correspondence Analysis of Government Expenditure Patterns", with H. Hsu, F.P. Calmon, J.C. Santos Filho, and S. Salamatian. *Available on arXiv. NeurIPS 2018 Workshop on Machine Learning for the Developing World (ML4D)*
- o "Control Variation as a Source of Uncertainty: Single Input Case.", with T. Valee and J.B.R. do Val, *Proceedings of the 2009 American Control Conference*, pages 4416-4421.
- o "A Novel Reconfigurable UWB Log-Periodic Antenna.", with G. Pacheco and M. Terada, *Antennas and Propagation Society International Symposium 2006*, pages 213-216.
- o "Image Recognition Task Based on Decoupled Single-Electron Hamming Networks.", with J.G. Guimaraes and J.C. Da Costa, *ECS Transactions*, volume 4, pages 361-369, 2006.

## Case Studies and Pedagogical Material

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- o "Emma Safety Footwear: Designing a Circular Shoe", with A. Nai-Tien Huang and L. Van Wassenhove, 2020. *Available through INSEAD Case Publishing.*
- o "EcoVadis: A Sustainability Rating Company Goes Global", with A. Nai-Tien Huang and L. Van Wassenhove, 2019. *Available through INSEAD Case Publishing.*
- o "Torneio: A Platform for Innovation Tournaments", <https://torneio.insead.edu/>, with S. Chick and R. Ballestiero, 2019.
- o "Searching for a Business Model". Online course and digital exercises. 2018.
- o "From Fast Fashion to Sustainable Apparel: The making of the SAC", with M. Hunter and L. Van Wassenhove, 2018. *Available through INSEAD Case Publishing.*
- o "Vertical Farms", with W. Koury and E. Yucesan, 2018. *Available through INSEAD Case Publishing.*
- o "Fibbie Cornuda: Operations and Supply Chain Management", with N. Askin, 2018. *Available through INSEAD Case Publishing.*

- "Fibbie Cornuda: A Founder's Succession and Organizational Structure", with N. Askin, 2018. *Available through INSEAD Case Publishing.*
- "INSEAD Sustainability MBA Student Blog", <http://insead.edublogs.org/>. 2017-present.
- "Essmart: Distributing Life Improving Products in Developing Countries". 2017.
- "Teaching note for Better Place: The Electric Vehicle Renaissance". 2015.
- "Better Place Negotiation Game". 2015. *Available upon request*

## Teaching Experience

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### **Business Sustainability (MBA Course) 2014-2020**

*INSEAD*

The pedagogical material developed for the course was the Grand Prize Winner of the 2018 Page Prize for Excellence in Sustainable Business Education. Nominated for best INSEAD MBA elective course in Fontainebleau in 2019.

### **Process and Operations Management (MBA Course) 2014-2019**

*INSEAD*

Nominated for best INSEAD MBA core course teacher in Fontainebleau in 2015, 2016, 2017, and 2019. **Won the award in 2015, 2017, and 2019.**

### **New Business Models (MBA Course) 2017-2019**

*INSEAD*

### **The Fiscal Implications of a Green Economy Transition (Executive Session) 2018**

*INSEAD and Chatham House*

### **In Search of a Business Model - Online MBA course 2018**

*INSEAD*

### **Lecturer - 15.772/EC.733 D-Lab: Supply Chains (Undergraduate Course) 2011-2013**

*Massachusetts Institute of Technology*

## Awards, Honors and Scholarships

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- Grand Prize Winner of the 2018 Page Prize for Excellence in Sustainable Business Education.
- Best MBA Core Course Teacher in Fontainebleau (voted by the students), 2015, 2017, and 2019.
- Nominated for Best MBA Core Course Teacher in Fontainebleau in 2015, 2016, 2017, and 2019 (top three courses by student vote).
- Nominated for Best MBA Elective Course Teacher in Fontainebleau in 2019 (top four courses by student vote).
- INSEAD Dean's Commendation for Excellence in MBA Teaching, 2015, 2016, 2017, 2018, and 2019.
- Technology Dissemination Fellowship from the MIT International Development Initiative, 2013.
- Charles M. Vest Presidential Fellowship for graduate studies at MIT, 2009.
- National Council for Scientific and Technological Development (CNPq) Scholarship for the Institute of Pure and Applied Mathematics (IMPA) Summer Program, 2008.
- The State of São Paulo Research Foundation (FAPESP) scholarship for graduate research, 2007.

- Honor of Merit Award from the Brazilian Council of Engineers for the highest GPA in the Electrical Engineering Class of Spring'06 of the University of Brasilia, 2006.

## **Academic Service**

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### *Ph.D. and Post-Doctoral Supervision*

- Philippe Blaettchen, Ph.D. co-advisor, current;
- Utku Serhatli, Ph.D. co-advisor, current (joining Nova SBE in August 2020);
- Stef Lemmens, Post-Doctoral advisor, 2018-2020 (currently at Rotterdam School of Management, Erasmus University);
- Ekaterina Astashkina, committee member, 2017-2019;
- Konstantinos I. Stouras, committee member, 2016-2017;

### *INSEAD Community*

- Session in the Dutch Alumni Forum, 2019;
- Panelist in the ChangeNOW summit, Paris 2018;
- Presentation in the INSEAD Visionaries Conference, London 2018;
- Session in the Alumni Forum Europe, The Netherlands, 2018;

### *Academic Community*

- Co-chair of the MSOM - Sustainable Operations Cluster, INFORMS 2020;
- Session Chair at INFORMS 2019;
- Session Chair at INFORMS 2018;
- Co-chair of the Sustainable Operations conference track, POMS 2018;
- Session Chair at POMS 2016;
- Organizer of the MSOM Special Interest Group Meeting, 2015;
- Ad-hoc reviewer for Management Science, MSOM and POMS.

## **Academic Presentations**

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- *Operational Challenges for Decentralized Manufacturing*
  - London Business School, 2019
  - Leeds School of Business, University of Colorado - Boulder, 2019
  - INFORMS Annual Meeting, Houston, TX, 2017
- *Operations Strategy at the Base of the Pyramid: Consumer Education and Reverse Logistics in a Durable Goods Supply Chain*
  - Georgia Tech, Atlanta, GA, 2019
  - Boston University, Boston, MA, 2019
  - Yale School of Management, New Haven, CT, 2018
  - European Technology and Operations Management Day, Fontainebleau, 2018
  - Singapore Management University, Singapore, 2018
  - Technische Universität München, Munich, Germany, 2018
  - 2017 Early-Career Sustainable Operations Workshop

- *Business Sustainability as Extreme Operations*
  - INFORMS Annual Meeting, Houston, TX, 2017
- *Increasing the Quality of Agricultural Produce in Developing Countries*
  - INFORMS Annual Meeting, Philadelphia, PA, 2016
  - POMS Annual Meeting, Orlando, FL, 2016
  - INFORMS Annual Meeting, Philadelphia, PA, 2015
- *Optimal Planning of a Reverse-Logistics Supply Chain for a Large Consumer Electronics Retailer*
  - The KLU, Hamburg, Germany, 2015
  - INFORMS Annual Meeting, Minneapolis, MN, 2013
  - MSOM Conference, Fontainebleau, France, 2013
  - MIT Sloan Operations Management Seminar, Cambridge, MA, 2013
- *Business Activity Networks*
  - INFORMS Annual Meeting, Minneapolis, MN, 2013
  - IBM Research, Almaden, CA, 2011
- *Reverse Logistics and Warranty Matching in a Large Consumer Electronic Retailer*
  - POMS Annual Conference, Denver, 2013
  - INFORMS Annual Meeting, Phoenix, AZ, 2012
  - MSOM Annual Meeting, New York, NY, 2012

## Other Selected Professional Experience

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<b>StanPlus</b> <i>Advisor</i>	<b>Singapore</b> 2016-present
<b>SherTrack LLC</b> <i>Advisor</i>	<b>Toronto, Canada</b> 2014-2016
<b>Everysk Technologies</b> <i>Advisor</i>	<b>New York, NY</b> 2014-2016
<b>Libring</b> <i>Co-founder and Head of Analytics</i>	<b>Cambridge, MA</b> 2012-2014
<b>mSurvey</b> <i>Analytics Consultant</i>	<b>Nairobi, Kenya</b> 2013
<b>IBM Research</b> <i>Summer Research Intern</i>	<b>Almaden, CA</b> 2011 and 2012
<b>Quant5 Inc.</b> <i>Head of Analytics</i>	<b>Cambridge, MA</b> 2011-2012

## Other Service Experience

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- Judge and Mentor for the Sustainable Production & Consumption track of the first UNLEASH Lab in Aarhus, Denmark, 2017.
- Organizer of the *First Meeting of Young Brazilian Scholars and Leaders in the US*, MIT, 2011.
- Member of the MIT Ashdown Graduate House Social Committee, MIT, 2011.
- INFORMS Officer, Operations Research Center, MIT, 2010.

- o President of the Graduate Student Association of the School of Electrical and Computer Engineering, Universidade Estadual de Campinas, 2007-2008.

## **Languages**

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English (fluent), Portuguese (native), French (intermediate), Spanish (beginner).

## **Programming and Software**

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**Programming Languages:** Python, C, C++, Julia, Java, Javascript.

**Math and Optimization:** R, Matlab, Gurobi, CPLEX, Mathematica.

**Others:** SQL, Amazon EC2, D3.js,  $\LaTeX$ .

## **Citizenship**

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Citizen of the United States of America and Citizen of Brazil (dual citizenship).