

# JOHN LAZAREV

## PHD ECONOMIST

Industrial Organization  
Applied Microeconomics  
Econometrics

Cell phone: (650) 804-8403  
Email: [jlazarev@gmail.com](mailto:jlazarev@gmail.com)  
Website: <http://www.johnlazarev.com>

## EXPERIENCE

- 2021 – 2023     **Convoy, Carrier & Marketplace**  
**Principal Economist**
- Led three pod-level science teams that developed scalable sustainable products for customers (carriers) and eliminated waste from the marketplace
  - Designed and implemented an AI-based matching mechanism for the marketplace that resulted in an increase of the automation rate, customer satisfaction, and financial performance
  - Developed a suite of retrospective and prospective metrics that tracked marketplace health
  - Built guardrails to monitor the impact of 3P shipments on the marketplace health
  - Prototyped a marketplace allocator that managed the real-time assignment of shipments to spot, contract, or batch fulfillment trading off competing business objectives (margins, service quality, automation rate)
  - Designed a market-based self-financing solution for shippers to reduce carbon emissions that improves the value proposition of the marketplace and aligns incentives for clean truck adoption
- 2019 – 2021     **University of Pennsylvania, Department of Economics**  
**Senior Fellow / Visiting Assistant Professor of Economics**
- Developed a new econometric method to retrospectively evaluate welfare effects of policy decisions
  - Developed a set of structural and reduced-form econometric tools to study shock propagation in network industries and applied them to analyze airline delays
  - Taught a core undergraduate class in Econometrics (140+ students), managed a team of four TAs, received an award for distinction in undergraduate teaching
  - Taught undergraduate electives in Game Theory and Industrial Organization
  - Evaluated economic research at the request of over 25 leading academic journals (including all “top five”), National Science Foundation, French National Research Agency, Research Council of Canada
  - Worked at Toulouse School of Economics as an invited visiting scholar (December 2019)
- 2012 –     **New York University, Department of Economics and Stern School of Business**  
**Assistant Professor of Economics (2012 – 2019), Visiting Scholar (since 2019)**
- Wrote highly cited papers on dynamic pricing and price discrimination, revenue management, merger simulations, and slot control in the airline industry
  - Developed an econometric test to uncover unobserved heterogeneity in dynamic models
  - Developed and taught new courses in Industrial Organization and Advanced Microeconometrics to PhD students and Industrial Organization to undergraduate students
  - Presented the results of academic research at 30+ universities, 15+ conferences, government agencies (FTC), and in front of airline CEOs
  - Worked at Yale (Fall 2015) and Northwestern (Spring 2016) as an invited visiting scholar
  - Advised PhD and undergraduate students, evaluated PhD applicants for admission, and selected PhD graduates for job interviews

## EDUCATION

- 2012     Stanford University, Graduate School of Business  
**PhD** Economic Analysis and Policy (specialization: Empirical IO)
- 2008     Russian Academy of Sciences  
**PhD** (kandidat) Mathematical Methods of Economics (specialization: Microeconomic Theory)
- 2006     New Economic School  
**MA** Economics, summa cum laude (ranked first in class)
- 2005     Lomonosov Moscow State University  
**BSc** Economics, cum laude (ranked first in class)