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 2 West Loop Road  
 New York, NY 10044

EMPLOYMENT      **Cornell Tech and the SC Johnson School of Management**  
 Assistant Professor of Marketing, July 2020 - present  
 *Demir Sabanci* Faculty Fellow of Marketing and Management, January 2021 - present  
 Affiliated Faculty, *Digital Life Initiative*, July 2021 - present

EDUCATION      **New York University Stern School of Business, 2014 - 2020**  
 Ph.D. in Economics (Advisor: Luís Cabral)  
**UC Berkeley, Haas School of Business, Spring 2014**  
 Visiting Scholar  
**Bocconi University, 2011 - 2013**  
 M.Sc., Economic and Social Sciences  
**University of Milan, 2008 - 2011**  
 B.Sc., Mathematics

WORKING PAPERS      ***Alone, Together: Product Discovery Through Consumer Ratings***  
***The Good, The Bad And The Picky: Consumer Heterogeneity And The Reversal Of Movie Ratings*** (with Ryan Louis Stevens)  
**Range Effects In Multi-Attribute Choice: An Experimental Study** (with Daniel Csába and Evan Friedman)

WORK IN PROGRESS      **Firm Competition with Consumer Ratings** (with Dong Wei)  
**Amazon and the Future of Retail** (with Luís Cabral)

WORK EXPERIENCE      Summer 2020      **Reelgood**      Research Collaborator  
 Spring 2020      **Penguin Random House**      Research Collaborator  
 Summer 2018      **Amazon**      Economist

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| TEACHING<br>EXPERIENCE | Fall 2020   | <b>Instructor</b>      | Digital Marketing (Cornell Tech, One-Year MBA)                       |
|                        | Fall 2020   | <b>Instructor</b>      | Marketing Core (Cornell Johnson, Two-Year MBA)                       |
|                        | Spring 2019 | <b>Teaching Fellow</b> | Microeconomics (NYU Stern, Undergraduate, Prof. Walker Hanlon)       |
|                        | Fall 2018   | <b>Teaching Fellow</b> | Firms and Markets (NYU Stern, EMBA, Prof. Thomas Pugel)              |
|                        | Spring 2018 | <b>Teaching Fellow</b> | Microeconomics (NYU Stern, Undergraduate, Prof. Walker Hanlon)       |
|                        | Fall 2017   | <b>Instructor</b>      | Math Camp (Ph.D.)  |
|                        | Spring 2017 | <b>Teaching Fellow</b> | Microeconomics (NYU Stern, Undergraduate, Prof. Petra Moser)         |
|                        | Spring 2016 | <b>Grader</b>          | Industrial Organisation (NYU FAS, Undergraduate, Prof. Hunt Allcott) |

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| HONORS AND<br>AWARDS   | 2021, <b>Cornell Business of Food Research Grant</b>  |
|  | 2021, <b>Demir Sabanci Faculty Fellowship in Marketing and Management</b>   |
|  | 2019, <b>NET Institute Grant</b>  |
|  | 2018, <b>CGEB PhD Grant, NYU, Stern School of Business</b>  |
|  | 2017, <b>Russell Sage Foundation Small Grant in Behavioral Economics</b>  |
|  | 2014-2019, <b>NYU Stern School of Business Ph.D. Fellowship</b>   |
|  | 2013, <b>Marco Fanno Scholarship</b> , awarded by the Unicredit and Universities Foundation to the two best graduates in Economics from an Italian university |
|  | 2011-2013, <b>Bocconi Graduate Merit Award</b>  |
| 2007-2008, <b>Bronze and Silver Medals, Italian Math Olympiads</b> |   |

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| INVITED TALKS | November 2019, <b>Cornell University, SC Johnson School of Management</b> |
|               | November 2019, <b>Cornell Tech</b>  |
|               | November 2019, <b>Wisconsin School of Business</b>                        |
|               | October 2019, <b>Columbia University, Graduate School of Business</b>     |
|               | October 2019, <b>Harvard Business School</b>                              |
|               | October 2019, <b>UCL School of Management</b>                             |
|               | October 2019, <b>Bocconi University</b>                                   |
|               | October 2019, <b>Dartmouth College, Tuck School of Business</b>           |

September 2019, **University of Texas at Dallas, Jindal School of Management**

September 2019, **University of Colorado Boulder, Leeds School of Business**

September 2019, **Georgetown University, McDonough School of Business**

INVITED  
CONFERENCES

June 2021, **Marketing Science**, Miami (virtual)

June 2020, **Marketing Science**, Duke University (virtual)

December 2019, **NET Institute**, NYU Stern

June 2019, **Marketing Science**, Rome

February 2019, **Frontiers of Research in Marketing Science**, UT Dallas

December 2018, **NET Institute**, NYU Stern (discussant)

May 2018, **Trans Atlantic Doctoral Conference**, London Business School

INVITED SCHOOLS

March 2019, 2018 and 2016, **NBER Economics of Digitization**, Stanford University

September 2018, **NBER Economics of AI**, University of Toronto

July 2016, **Price Theory Summer Camp**, BFI, University of Chicago

June 2015, **Summer School in Behavioral Finance**, Yale SOM

REFEREE SERVICE

**Journal of Public Economics, Management Science, Journal of Marketing Research, Journal of Economics and Management Strategy, Review of Industrial Organization**

OTHER INTERESTS

**Film Photography, Cinema, Jazz Music**