

# Andrey Minaev

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## EDUCATION

<b>PhD in Economics</b> , The University of North Carolina at Chapel Hill, USA	Aug 2015 – May 2021
<b>MA in Economics</b> , New Economic School, Russia	Sep 2013 – Jun 2015
<b>MS &amp; BS in Mathematics and Physics</b> , Moscow Institute of Physics and Technology, Russia	Sep 2005 – Jun 2011

## EXPERIENCE

<b>Senior Associate</b> , Charles River Associates · Help attorneys and clients navigate complex economic issues in a mergers and competition litigation · Conduct data-driven research for different context reflecting business problems · Delivering research results to colleagues and clients using presentations and correspondence	Aug 2021 – Present
<b>Lecturer</b> , The University of North Carolina at Chapel Hill · Teaching Intermediate Microeconomics and Statistics (10 semesters in total) · Conduct lectures for a hundred students · Developed lecture materials emphasizing basic theories in microeconomics · Adapted the presenting of economic concepts for easy understanding by non-econ majors	Aug 2017 – May 2021
<b>CEO</b> , Air conditioners online store · Built and implemented company development strategy. · Organized all company's business processes, including procurement, advertising, sales, and distribution · Managed a team of four employees and several freelancers · Participated in government and corporate procurement contracts.	Nov 2010 – Oct 2012
<b>Business Analyst</b> , Strategy Consulting · Built business process map of the textile factory with 100 workers · Conducted research of textile market helping to tailor the factory market strategy	Sep 2009 – Nov 2010
<b>Marketing Intern</b> , Microsoft · Conducted market research of Microsoft Healthcare potential customers needs · Helped to organize the conference for hospitals administrators	Jun 2008 – Sep 2008

## RESEARCH

<b>Ph.D. Candidate</b> , The University of North Carolina at Chapel Hill · Built game-theoretical models of studied concepts · Identified and collected appropriate data to test the hypotheses · Applied statistician and econometric methods to data using R programming language · Regularly presented results at conferences and research seminars	Aug 2015 – May 2021
<b>Research Assistant</b> for <a href="#">Yunzhi Hu</a> , Kenan-Flagler Business School · Co-designed and solved the model of Bank Lending, Covenants and Investment Control · Illustrated the model by the computational exercise coded using Wolfram Mathematica	Jun 2018 – Jan 2019
<b>Research Assistant</b> for <a href="#">Jonathan W Williams</a> , The University of North Carolina at Chapel Hill · Scraped from the web and cleaned data using R. Merged several databases	Jul 2017 – Dec 2017
<b>Research Assistant</b> for <a href="#">Ruben Enikolopov</a> , New Economic School · Using Python, built the script scraping data by mimicking human internet users' actions · Used text analysis techniques to estimate Facebook users emotions in their posts	Jan 2014 – Jun 2014

## PAPERS

<b><a href="#">Consumer Data and Consumer Welfare: Evidence from the Hotel Booking Market (Job Market Paper)</a></b> · Found that consumers lose on average 2% utility if platforms as Amazon and Expedia uses consumer personal data for product targeting · Built a novel method of demand estimation that decreases computational problem intensity factorially using recent theoretical findings · Estimated model parameters by MLE method using R. Simulated firms pricing competition by numerical parallel computations	
<b><a href="#">Markets with Search Frictions and Partially Informed Intermediary</a></b> · Built a model of optimal consumer search on product targeting platforms like Amazon and Google · Found that better platform's information about consumers preferences might lead to a worse consumer-product match	
<b><a href="#">Firms Entrance and Market Power. The Case of Ranking Platforms with Ordered Consumer Search</a></b> · Showed by a game-theoretic model, that new seller entrance on the Amazon platform might increase the market price.	

## SKILLS

Stata, Python, R, Wolfram Mathematica, Git,  $\LaTeX$ , Bash, Unix, Excel VBA, Power Point  
Auctions, Demand Estimation, Demand with Search Frictions, Hypothesis Testing, A/B Testing, Text Analysis