

Rafael Escamilla

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Education

† *Indicates expected*

2018-2023[†] **Ph.D., Supply Chain Management**

To be jointly awarded by:

- CentER Graduate School for Economics and Business, Tilburg University, Netherlands
- Kuehne Logistics University, Germany

Research Stay at the Wharton School's Operations, Information and Decisions Department (2022)

2017-2018 **Graduate Certificate in Logistics and Supply Chain Management (GCLOG), with honors**

Massachusetts Institute of Technology (MIT), USA

2013-2016 **Master of Science, Industrial Systems Engineering**

Université de Technologie de Troyes, France

2011-2016 **Bachelor of Engineering, Industrial Engineering, with honors**

Tecnológico de Monterrey, Mexico

Research Interests

I investigate the operations of retail supply chains in emerging markets through field experiments and econometric techniques. I am specifically interested in developing and testing theories to explain the drivers of supply chain decision making by economic agents.

Publications

- Escamilla, R., Fransoo, J. C. & Tang, C. S. (2021). **Improving agility, adaptability, alignment, accessibility, and affordability in nanostore supply chains.** *Production and Operations Management*, 30(3), 676-688

Third most downloaded POM paper in 2021 and most downloaded POM paper published in 2021

Working Papers

- Villa, S., Escamilla, R. & Fransoo, J. C. (2022). **Supplying Cash-Constrained Retailers: Understanding Shopkeeper Behavior at the Bottom of the Pyramid**, (in preparation for second review round (major revision) in *Manufacturing & Service Operations Management*)
First place, 2022 INFORMS Behavioral Operations Management Working Paper Competition
- Escamilla, R., Fransoo, J. C. & Mogollon, M. (2022). **Trade Credits and Visit Frequency: The Role of Order Financing on Logistics Efficiency in the Nanostore Setting**, (proposal under 2nd round review following major revision in the *Journal of Operations Management's* "Pre-Approved Research Designs for Field Experiments" Special Issue)
- Escamilla, R., Fransoo, J. C. & Gallino, S. (2022). **Order-Based Trade Credit and Operational Performance in the Nanostore Retail Channel**, (reject & resubmit in *Management Science*)
- Escamilla, R., Brosi, P., Fransoo, J. C., Mora-Quiñones, C. A. & Mejia-Argueta, C. (2022). **The Role of Tax Privacy Concerns and Cost in the Digitization of the Nanostore Retail Channel**, (reject & resubmit in *Decision Sciences*)

In Development

- Escamilla, R., Rooderkerk, R. & Fransoo, J. C. **Value-Added Services and Assortment Increase in the Nanostores**

Invited Seminars

- HEC Paris, Information Systems and Operations Management Department (upcoming)
- Nanyang Technological University, Operations Management Division (upcoming)
- Arizona State University, Supply Chain Management Department
- Georgia Institute of Technology, Operations Management Area
- University of Wisconsin-Madison, Department of Operations and Information Management
- Nova School of Business and Economics, Department of Operations, Information and Technology
- European Technology and Operations Management Network (online)
- Ohio State University, Operations and Business Analytics Department
- IESE Business School, University of Navarra, Operations, Information and Technology Department
- Rotterdam School of Management, Erasmus University, Technology and Operations Management Department, Rotterdam, Netherlands
- University of Groningen, Department of Operations, Groningen, Netherlands
- IE Business School, Department of Operations & Technology (online PhD Seminar)
- MIT Center for Transportation and Logistics, Cambridge, USA

- Wharton School, University of Pennsylvania, Operations, Information and Decisions Department (PhD Seminar), Philadelphia, USA

Internal Seminars

- Tilburg University, Department of Management, Tilburg, Netherlands
- Tilburg University, Graduate Students Society, Tilburg, Netherlands
- KLU's Seminar Series (online)

Service

- Chair for the 2023 INFORMS Behavioral Operations Management Section Best Working Paper Competition (upcoming)
- *Ad hoc* Reviewer for *Management Science* and *Production and Operations Management*
- Reviewer for the 2022 INFORMS Behavioral Operations Management Section Best Working Paper Competition
- Member of admissions committee at MIT GCMG Executive program in SCM (2022 and 2021)
- Member of committee to select Best SCM Master Thesis at Tilburg University (2021)
- Member of the Academic Senate at KLU (2020)
- Deputy PhD Speaker at KLU (2018-2019)

Conference Presentations

- Villa, S., Escamilla, R. & Fransoo, J. C. (2022). **Supplying Cash-Constrained Retailers: Understanding Shopkeeper Behavior at the Bottom of the Pyramid**, *INFORMS Conference, BOM Best Working Paper Competition*, Indianapolis, United States
- Escamilla, R., Fransoo, J. C. & Gallino, S. (2022). **Order-Based Trade Credit and Operational Performance in the Nanostore Retail Channel**, *INFORMS Conference*, Indianapolis, United States
- Escamilla, R., Fransoo, J. C. & Gallino, S. (2022). **Order-Based Trade Credit and Operational Performance in the Nanostore Retail Channel**, *EURO Working Group Meeting on Retail Operations*, Istanbul, Turkey
- Escamilla, R., Fransoo, J. C. & Gallino, S. (2022). **Order-Based Trade Credit and Operational Performance in the Nanostore Retail Channel**, *MSOM Conference*, Munich, Germany
- Villa, S., Escamilla, R. & Fransoo, J. C. (2022). **Supplying Cash-Constrained Retailers: Understanding Shopkeeper Behavior at the Bottom of the Pyramid**, *MSOM Conference*, Munich, Germany
- Escamilla, R., Fransoo, J. C. & Gallino, S. (2022). **Order-Based Trade Credit and Operational Performance in the Nanostore Retail Channel**, *POMS Conference*, Online

- Villa, S., Escamilla, R. & Fransoo, J. C. (2022). **Supplying Cash-Constrained Retailers: Understanding Shopkeeper Behavior at the Bottom of the Pyramid**, *POMS Conference*, Online
- Escamilla, R., Fransoo, J. C. & Gallino, S. (2021). **Order-Based Trade Credit and Operational Performance in the Nanostore Retail Channel**, Beta Symposium, Soesterberg, Netherlands
- Villa, S., Escamilla, R. & Fransoo, J. C. (2021). **Supplying Cash-Constrained Retailers: Understanding Shopkeeper Behavior at the Bottom of the Pyramid**. *INFORMS*, Anaheim, United States
- Escamilla, R., Brosi, P., Fransoo, J. C., Mora-Quiñones, C. A. & Mejia-Argueta, C. (2021). **The Role of Tax Privacy Concerns and Cost in the Digitization of the Nanostore Retail Channel**, *POMS Conference*, Online
- Escamilla, R., Fransoo, J. C. & Tang, C. S. (2021). **Improving agility, adaptability, alignment, accessibility, and affordability in nanostore supply chains**, *POMS Conference*, Online
- Escamilla, R., Brosi, P., Fransoo, J. C., Mora-Quiñones, C. A. & Mejia-Argueta, C. (2020). **The Role of Tax Privacy Concerns and Cost in the Digitization of the Nanostore Retail Channel**, *INFORMS Conference*, Online

Teaching Experience

Note: Teaching evaluations are provided where available.

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| 2022 | Supply Chain Strategy Lecture with two sessions and final project Tilburg University |
| 2022 | Causal Inference in Supply Chain Management Lecture with three sessions and final project (Evaluation 4.63/5) MIT |
| 2022 | Research Methods Online videos series Tilburg University |
| 2022 | Project Management Lecture with one session, tutorials and term papers Tilburg University |
| 2022 | Supply Chain Management in the Nanostore Retail Channel Lecture with one session (Evaluation 4.80/5) MIT |

- 2021 **Causal Inference in Supply Chain Management**
Lecture with three sessions and final project (**Evaluation 4.53/5**)
MIT
- 2021 **Project Management**
Tutorials and term papers
Tilburg University
- 2020 **Nanoretailing: Concepts, Theories and Best Practices**
Online videos
MIT
- 2020 **Data Science Tutorial**
Tutorials
KLU
- 2018 **Optimization Models**
Joint teaching of 10 lectures and tutorials
Tecnológico de Monterrey

Supervision

- 2022 **Master Thesis Advisor**
8 Theses
Tilburg University
- 2022 **Capstone Project Co-Advisor**
1 Capstone Project
MIT GCLOG Executive program in SCM, MIT
- 2021 **Master Thesis Co-Advisor**
1 Thesis
MIT SCM
- 2021 **Master Thesis Advisor**
5 Theses
Tilburg University
- 2021 **Bachelor Thesis Advisor**
10 Theses

Tilburg University
2020 **Master Thesis Co-Advisor**
1 Thesis
KLU
2019 **Master Thesis Co-Advisor**
1 Thesis
KLU

Language Skills

Spanish Native Language
English Proficient
French Advanced

Professional Experience

2018 **Project Manager**
NADRO Pharmaceutical Distributor, Mexico
2015-2018 **Research and Innovation Manager**
Shopology, Mexico

Additional Experience

- Co-host of the Emerging Market Retail Podcast (2022 and 2021)
- Development of primary data collection app for MIT's Sustainable Supply Chain Lab (2018)
- Development of the web information system CartoKm2 for MIT's Megacity Logistics Lab (2015)