

Rafael Escamilla

PhD Candidate
School of Economics and Management
Tilburg University
The Netherlands
5037 AB Tilburg

Phone: +31 (6) 82 13 03 90
Email: r.escamilla@tilburguniversity.edu
Website: <http://rafaelescamilla.info>

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 accepted in the *Journal of Operations Management's* "Pre-Approved Research Designs for Field Experiments" Special Issue. Field experiment to be executed.)
- 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*)
- Escamilla, R., Rooderkerk, R. & Fransoo, J. C. **Enhancing Competitiveness of the Nanostore Retail Channel by Providing Value-Added Digital Services**, (in preparation for submission to *Manufacturing & Service Operations Management*)

Invited Seminars

- Nanyang Technological University, Operations Management Division
- 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
- *Ad hoc* Reviewer for *Management Science*, *Manufacturing & Service Operations Management* 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

- **Escamilla, R., Fransoo, J. C. & Rooderkerk, R. (2023). Enhancing Competitiveness of the Nanostore Retail Channel by Providing Value-Added Digital Services, POMS Conference, Orlando, United States**
- **Villa, S., Escamilla, R. & Fransoo, J. C. (2022). Supplying Cash-Constrained Retailers: Understanding Shopkeeper Behavior at the Bottom of the Pyramid, POMS Conference, Orlando, United States**
- **Escamilla, R., Fransoo, J. C. & Gallino, S. (2022). Order-Based Trade Credit and Operational Performance in the Nanostore Retail Channel, POMS Conference, Orlando, United States**
- **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.

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 (2021-current)
- 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)