

# Rafael Escamilla

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## Academic Employment

2023-current     **Assistant Professor**  
Arizona State University, USA  
Department of Supply Chain Management, W.P. Carey School of Business

## Education

2018-2023     **Ph.D., Supply Chain Management, with honors**  
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. & Mogollon, M. (2024). **Trade Credits and Visit Frequency: The Role of Order Financing on Logistics Efficiency in the Nanostore Setting**, (field experiment under registered report format *forthcoming* in *Journal of Operations Management*.)
- Escamilla, R., Brosi, P., Fransoo, J. C., Mora-Quiñones, C. A. & Mejia-Argueta, C. (2024). **Tax Privacy Concerns Hamper Digitization of the Nanostore Channel**, (*forthcoming* in *Decision Sciences*)

- Fransoo, J. C., Escamilla, R. & Ge, J. (2024). **Nanoretail Operations in Developing Markets**, (Peer-reviewed invited contribution *forthcoming* in *INFORMS TutORials in Operations Research*)
- 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. **Supplying Cash-Constrained Retailers: Understanding Shopkeeper Behavior at the Bottom of the Pyramid**, (under third review round following *major revision* in *Manufacturing & Service Operations Management*)  
First place, 2022 INFORMS Behavioral Operations Management Working Paper Competition
- Escamilla, R., Fransoo, J. C. & Gallino, S. **Order-Based Trade Credit and Operational Performance in the Nanostore Retail Channel**, (*submitted* to *Manufacturing & Service Operations Management*)
- 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 Seminar Series (online)

## Service

- Committee member for the 2024 INFORMS Behavioral Operations Management Section Best Working Paper Competition
- 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 GCLOG Executive program in SCM (2021-2023)
- 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. & Mogollon, M. (2024). Trade Credits and Visit Frequency: The Role of Order Financing on Logistics Efficiency in the Nanostore Setting, POMS Conference, Minneapolis, United States**
- **Escamilla, R., Fransoo, J. C. & Rooderkerk, R. (2023). Enhancing Competitiveness of the Nanostore Retail Channel by Providing Value-Added Digital Services, INFORMS Conference, Phoenix, United States**
- **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). **Tax Privacy Concerns Hamper Digitization of the Nanostore 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). **Tax Privacy Concerns Hamper Digitization of the Nanostore Channel**, *INFORMS Conference*, Online

## Teaching Experience

- 2024     **Quantitative Risk Modeling**  
Full MSBA course (both online and offline)  
Arizona State University
- 2023     **Logistics in the Supply Chain**  
Full Online MBA course  
Arizona State University
- 2023     **Causal Inference in Supply Chain Management**  
Lecture with three sessions and final project  
MIT
- 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  
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  
MIT
- 2021     **Causal Inference in Supply Chain Management**  
Lecture with three sessions and final project  
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

<b>Spanish</b>	Native Language
<b>English</b>	Proficient
<b>French</b>	Advanced

## Professional Experience

2018	<b>Project Manager</b> NADRO Pharmaceutical Distributor, Mexico
2015-2018	<b>Research and Innovation Manager</b> 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)