

# FRANCISCO CASTRO

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## INTERESTS

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Revenue management, operations management, market design, ride-hailing platforms, online display advertising, auctions

## EMPLOYMENT

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- University of California, Los Angeles, Anderson School of Management** *Los Angeles, CA*  
· Assistant Professor 2020 - Present
- Uber Technologies, Inc** *San Francisco, CA*  
· Post-doctoral research scientist 2019-2020

## EDUCATION

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- Columbia University, Graduate School of Business** *New York, NY*  
· PhD in Decision, Risk, and Operations 2019  
· Advisors: Omar Besbes, Ilan Lobel, and Gabriel Weintraub
- University of Chile** *Santiago, Chile*  
· Mathematical Engineering (MS in Applied Mathematics equivalent) 2014  
· BS in Engineering Sciences, major in Mathematics 2013

## RESEARCH PAPERS

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- Matching Queues, Flexibility and Incentives.** With Peter Frazier, Hongyao Ma, Hamid Nazerzadeh and Chiwei Yan. Under review.
- Third-degree Price Discrimination Versus Uniform Pricing.** With Dirk Bergemann and Gabriel Weintraub. Under review.
- Matching Queues with Reneging: a Product Form Solution.** With Hamid Nazerzadeh and Chiwei Yan. *Queueing Systems*.
- The Scope of Sequential Screening with Ex-post Participation Constraints.** With Dirk Bergemann and Gabriel Weintraub. *Journal of Economic Theory*.
- Surge Pricing and its Spatial Supply Response.** With Omar Besbes and Ilan Lobel. Forthcoming, *Management Science*.
- Spatial Capacity Planning.** With Omar Besbes and Ilan Lobel. Major revision, *Operations Research*.
- Mechanism Design with Approximate Incentive Compatibility.** With Santiago Balseiro and Omar Besbes. Work in progress.
- Optimal Timing of a Multi-Stage Project Under Market Uncertainty.** With René Caldentey, Rafael Epstein and Denis Sauré. Working paper.

## TEACHING EXPERIENCE

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### **Columbia University, Graduate School of Business**

*New York, NY*

- MBA Business Analytics, Teaching Assistant 2015–2018
- MBA Operations Management, Teaching Assistant 2016–2018
- PhD Foundations of Optimization, Teaching Assistant Fall 2015–2017
- PhD Dynamic Programming and Reinforcement Learning, Teaching Assistant Fall 2017

### **University of Chile**

*Santiago, Chile*

- Introduction to Calculus, Teaching Assistant Spring 2009, 2010
- Introduction to Algebra, Teaching Assistant Spring 2009, 2010
- Single-Variable Calculus, Teaching Assistant Spring 2011
- Probability and Statistics, Teaching Assistant 2011–2013
- Optimization, Teaching Assistant Fall 2012
- PhD Stochastic Models in Engineering Systems, Teaching Assistant Fall 2011, 2013

## SELECTED AWARDS AND HONORS

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- Deming Doctoral Research Fellowship, The W. Edwards Deming Center, Columbia University, Graduate School of Business, 2018
- Doctoral Fellowship, Columbia University, Graduate School of Business, 2014–2019
- Outstanding Student Award, School of Engineering Sciences, University of Chile, 2008 and 2012. Award conferred to the top 10% of students every year

## OTHER EXPERIENCE

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### **Department of Mathematics, University of California, Davis**

Davis, CA

*Research Internship with Dr. Roger J-B Wets*

*Winter 2013*

This research internship focused on the study and implementation of near optimal algorithms for a long-term mining planning optimization problem.

### **Codelco and Department of Industrial Engineering, University of Chile**

Santiago, Chile

*Software developer*

*2010–2013*

I worked as a consultant for Coldeco (one of the biggest copper companies in the world) in the development of several heuristics for the short-term extraction of an open-pit mine.

### **Metro S.A.**

Santiago, Chile

*Internship*

*Winter 2010*

I developed and designed a software to compute optimal passenger routes in Santiago's subway network, considering transit time and number of connections.

## SELECTED TALKS

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### **The Scope of Sequential Screening with Ex-post Participation Constraints**

- INFORMS Annual Meeting, Phoenix, AZ November 6, 2018
- Revenue Management & Pricing Conference, Smith School of Business, Toronto, Canada June 2018
- INFORMS Annual Meeting, Houston, TX October 2017
- European Meeting of The Econometric Society, Lisboa, Portugal August 2017
- EC'17 Conference, MIT, Cambridge, MA June 2017

- M&SOM Conference, UNC Kenan-Flagler Business School, Chapel Hill, NC June 2017
- Third Workshop on Marketplace Innovation, Stanford University, Stanford, CA May 2017

### **Surge Pricing and its Spatial Supply Response**

- INFORMS Annual Meeting, Phoenix, AZ November 4, 2018
- Young Researcher Workshop, ORIE, Cornell University, Ithaca, NY October 2018
- M&SOM Conference, Naveen Jindal School of Management, Dallas, TX July 2018
- Revenue Management & Pricing Conference, Smith School of Business, Toronto, Canada June 2018
- Dynamic Pricing Workshop, University of Chile, Santiago, Chile December 2017
- INFORMS Annual Meeting, Houston, TX October 2017
- Revenue Management & Pricing Conference, CWI, Amsterdam, Netherlands June 2017