

# Rafael Escamilla

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## Education

† *Indicates expected*

2018-2023<sup>†</sup> **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

## Under Review

- 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) at *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 in preparation for second review round (major revision) at 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**, (under review at *Management Science*)

## Working Papers

- 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**, (in preparation for resubmission to *Decision Sciences*)

## In Development

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

## Invited Seminars

- IESE Business School, University of Navarra, Operations, Information and Technology department (upcoming)
- Ohio State University, Operations and Business Analytics Department (upcoming)
- European Technology and Operations Management Network (upcoming, online seminar)
- 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

- *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.

2022	<b>Supply Chain Strategy</b> Lecture with two sessions and final project Tilburg University
2022	<b>Causal Inference in Supply Chain Management</b> Lecture with three sessions and final project ( <b>Evaluation 4.63/5</b> ) MIT
2022	<b>Research Methods</b> Online videos series Tilburg University
2022	<b>Project Management</b> Lecture with one session, tutorials and term papers Tilburg University
2022	<b>Supply Chain Management in the Nanostore Retail Channel</b> Lecture with one session ( <b>Evaluation 4.80/5</b> ) MIT
2021	<b>Causal Inference in Supply Chain Management</b> Lecture with three sessions and final project ( <b>Evaluation 4.53/5</b> ) MIT
2021	<b>Project Management</b> Tutorials and term papers Tilburg University
2020	<b>Nanoretailing: Concepts, Theories and Best Practices</b>

- 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 (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)