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ACADEMIC EMPLOYMENT

*ESCP Paris, 2024-
Associate Professor, Faculty Dean Office*

*The Wharton School, University of Pennsylvania
Operations, Information, and Decisions Department
Lecturer in Operations Management, 2024-*

*The Wharton School, University of Pennsylvania
Operations, Information, and Decisions Department
Assistant Professor of Operations Management, 2014-2024*

EDUCATION

*INSEAD, PhD in Management (Technology and Operations Management), 2015
Università di Bologna, B. Sc. and M. Sc. in Industrial Engineering (summa cum laude), 2003*

RESEARCH INTERESTS

Innovative Business Models on Crowdfunding, Sustainable Operations, Retailing

PUBLISHED AND ACCEPTED PAPERS

1. S. Marinesi, K. Girotra, S. Netessine, "The Operational Advantages of Threshold Discounting Offers", *Management Science*, 2018
POMS Supply Chain Management Best Student Paper Award, 2014, 1st place
Selected to present at M&SOM Supply Chain SIG Conference
2. E. Belavina, S. Marinesi, G. Tsoukalas, "Rethinking Crowdfunding Platform Design: Mechanisms to Deter Misconduct and Improve Efficiency" *Management Science*, 2020
M&SOM iFORM SIG Best Paper Award 2021 (among papers published in the past three years), finalist
Selected to present at M&SOM iFORM SIG Conference
Results covered by Knowledge at Wharton; Chicago Booth Review; TechXplore
3. V. Babich, S. Marinesi, G. Tsoukalas, "Does Crowdfunding Benefit Entrepreneurs and Venture Capital Investors?" *Manufacturing & Service Operations Management*, 2021
M&SOM iFORM SIG Best Paper Award 2022 (among papers published in the past three years), 2nd place
TIMES May 2021 issue, "featured paper"

4. A C. Kaps, S. Marinesi, S. Netessine, "When Should the Off-grid Sun Shine at Night? Optimum Renewable Generation and Energy Storage Investments", *Management Science*, 2023
POMS College of Sustainable Operations Best Paper Award, 2022, Honorable Mention
Selected at Early-career Sustainable Operations Workshop, 2021

WORKING PAPERS

5. E. Astashkina, E. Belavina, S. Marinesi, "The Environmental Impact of The Advent of Online Grocery Retailing", *in preparation for resubmission, Management Science*
IBM Best Student Paper Award for INFORMS Service Science, 2018, finalist
Selected to present at M&SOM Supply Chain SIG Conference
6. E. Astashkina, S. Marinesi, "All-or-Nothing or Keep-it-all? A Comparison of Campaign Designs in Rewards-based crowdfunding", *Under Revision (major) at Management Science*
Selected to present at M&SOM iFORM SIG Conference
7. C. Kaps and S. Marinesi, "When Batteries Meet Hydrogen: Dual-Storage Investments for Load-Shifting Purposes", *in preparation for resubmission, M&SOM*

WORK IN PROGRESS

8. S. Marinesi, "The Synergistic Role of Flagship Stores for Fast Fashion Physical Retailers", *In progress*.

BOOK CHAPTERS

9. S. Marinesi, K. Girotra, S. Netessine, "Threshold Discounting: Operational Benefits, Potential Drawbacks, and Optimal Design". Chapter in *"Sharing Economy"*, M. Hu, Springer, 2018

OTHER PUBLISHED MATERIAL

10. V. Babich, S. Marinesi, G. Tsoukalas, "Updating the Crowdfunding Narrative". *Wharton Public Policy Initiative Brief*, 7(5), 2019.
11. K. Girotra, S. Marinesi and S. Netessine, "Can Groupon Save Its Business Model?" *HBR digital article*, 2013.
12. F. Bencini, S. Marinesi, "Basilea2: Il ruolo del Rendiconto Finanziario nelle PMI" (Basil 2: The Role of Financial Statements for SME's) *Contabilita' Finanza e Controllo*, 2006.

AWARDS AND HONORS

Teaching

Wharton Teaching Excellence Award	2024
Wharton Teaching Excellence Award	2023
Wharton MBA Core Curriculum Teaching Award "Tough but We'll Thank You in Five Years"	2018

Research

POMS College of Sustainable Operations Best Paper Award, honorable mention	2022
M&SOM iFORM SIG Best Paper Award, 2 nd place	2022
M&SOM iFORM SIG Best Paper Award, finalist	2021
POMS Supply Chain Management Student Paper Competition, 1 st place	2014

Service

M&SOM Meritorious Service Award	2023
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Management Science Distinguished Service Award	2021
Management Science Meritorious Service Award	2020
M&SOM Meritorious Service Award	2019
Management Science Distinguished Service Award	2016
M&SOM Meritorious Service Award	2015
<i>Industry</i>	
Selected for Bain&Co. Talent Recruitment Retreat, Italy (20 participants nationwide, 3 days)	2003

TEACHING

Quality and Productivity, Wharton MBAs Core Class	2014-
Overall Quality of the Instructor: 4.26 on a 5-point scale (last eval, fall 2024)	
Taught over 2,000 students so far	
Quality and Productivity, Wharton Executive MBAs	2017
Overall Quality of the instructor: 4.10 on a 5-point scale (spring 2017)	
Operations Strategy: Wharton MBAs	2015 - 16
Overall quality of the instructor: 4.03 on a 5-point scale (last eval, spring 2016)	
Operations and Supply Chain Management: MiM, ESCP London	2025
“My understanding of the topic increased significantly during this course”: 4.58/5	

GRANTS

Mack Institute for Innovation Management, “optimal off-grid renewable investments”, \$10,000	2021
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SERVICE

Ad-hoc referee

Management Science, Manufacturing & Service Operations Management, Operations Research, Production and Operations Management, Naval Research Logistics, California Management Review, European Journal of Operational Research, Journal of the Operational Research Society.

Guest AE for Naval Research Logistics

Reviewer/Judge

2015: M&SOM SCM SIG
 2017: PITM Student Paper Competition
 2020: M&SOM iFORM SIG
 2021: M&SOM iFORM SIG , M&SOM Student Paper Competition
 2022: M&SOM SCM SIG, M&SOM iFORM SIG, M&SOM Sustainability SIG, M&SOM Student Paper Competition, TIMES Student Paper Competition, TIMES Dissertation Competition
 2023: Queen’s Entrepreneurs’ Competition; PITM Student Paper Competition; M&SOM iFORM SIG, M&SOM TIE SIG, M&SOM Sustainability SIG
 2024: M&SOM iFORM SIG, M&SOM TIE SIG, M&SOM Sustainability SIG
 2025: M&SOM SCM Program Committee Member

Organizing Committee

2023 Co-chair of the M&SOM Student Paper Competition
 2024 Co-chair of the M&SOM Student Paper Competition

Cluster chair

Business Model Innovation track, INFORMS 2018

M&SOM iFORM track, INFORMS 2023.

Session Chair: multiple sessions in several INFORMS conferences

STUDENTS

Ekaterina Astashkina – INSEAD Ph.D., 2019.

Role: Coauthor and Letter writer. Placement: Assistant prof. at *ROSS, University of Michigan*

Christian Kaps – Wharton Ph.D., 2023

Role: Coauthor and Committee member. Placement: Assistant prof. at *Harvard Business School*

INDUSTRY EXPERIENCE

Smith Bits (world leader in rock-ready drilling bits)

Manufacturing cost analysis

2007 – 8

Castelli del Grevepesa (largest chianti producer in Italy)

Cost analysis and inventory valuation

2006 – 8

Toscana Energia (largest utility in Tuscany)

Organizational restructuring (pre-merger)

2006

Mauro Caffè' (historic coffee producer, Italy)

Financial Plan and assessment of retail network

2005

Sara Assicurazioni (insurance company ~800M€ turnover, Italy)

Tableau de Bord design and pre-implementation

2004 - 5

Process measurement and improvement

2004

INA Assitalia (2nd largest insurance company in Italy)

Agency network performance measurement and incentive system

2004

Italgas (largest natural gas distributor in Italy)

Design and planning of retail network and inventory

2003 - 4

Process benchmarking and improvement

2002 - 3

Financial Plans and management control for several other SMEs and startups

2004 - 8

INVITED TALKS

University of Utah, 2014

University College of London, 2014

The Wharton School, University of Pennsylvania, 2014

Harvard Business School, 2014

Indiana University, Kelley School of Business 2014

Georgetown University, 2014

Rutgers Business School, 2016
Stern Business School, NYU, 2016
Cornell University, Johnson Graduate School of Business 2018
Temple University, 2018
London Business School, 2019
INSEAD, 2020
University of California, Berkeley, 2020
Yale University, 2020
ESCP Paris, 2022
HEC Paris, 2022
Temple University, 2023
ESCP Paris, 2023
NOVA School of Business and Economics, 2024
Skema Business School, 2024
EmLyon Business School, 2024
IESE, 2024

SELECTED CONFERENCE PRESENTATIONS

INFORMS: Austin 2010, Charlotte 2011, Phoenix 2012, Minneapolis 2013, Philadelphia 2015, Nashville 2016, Houston 2017, Phoenix 2018, Seattle 2019, Virtual 2020 & 2021, Phoenix 2023
M&SOM: Ann Arbor 2011, New York 2012, Fontainebleau 2013, (SIG) Seattle 2014, Toronto 2015, Chapel Hill 2017, Dallas 2018, (SIG) Singapore 2019, Virtual 2020 & 2021, Munich 2022, London 2025
POMS: Atlanta 2014, Washington 2015, Orlando 2016, Virtual 2021
Special Interest Conference on Platforms, Networks, and Two-Sided Markets: Denver 2017
Philly Operations Day: Philadelphia 2023

PERSONAL

Nationality: Italian
US Permanent Resident
Languages: Italian (native), English (fluent), Spanish (intermediate), French (intermediate)
Hiking, skiing, cooking.