

Sajad Modaresi

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Academic Appointments

Kenan-Flagler Business School, University of North Carolina at Chapel Hill	Chapel Hill, NC
Assistant Professor of Operations	2018–2026

Education

Fuqua School of Business, Duke University	Durham, NC
Ph.D. in Operations Management	2018
Thesis: Data-Driven Learning Models with Applications to Retail Operations	
University of Pittsburgh	Pittsburgh, PA
M.Sc. in Industrial Engineering	2012
Sharif University of Technology	Tehran, Iran
B.Sc. in Industrial Engineering	2010
Stanford University, XCS236: Deep Generative Models, Professional Certificate	July 2026

Publications

1. “A Dynamic Clustering Approach to Data-Driven Assortment Personalization”, with F. Bernstein and D. Sauré. 2019. *Management Science*, 65(5), pp. 2095–2115. **First Prize, 2018 MSOM Student Paper Competition.**
2. “Learning in Combinatorial Optimization: What and How to Explore”, with D. Sauré and J. P. Vielma. 2020. *Operations Research*, 68(5), pp. 1585–1604. **Second Prize, 2013 INFORMS JFIG Paper Competition.**
3. “Impact of Inventory Levels and Product Variety on Consumers’ Perceptions of Brands”, with K. Rajavi and S. Golara. 2024. *Production and Operations Management*, 33(9), pp. 1855–1874.
4. “Diamonds in the Rough: Leveraging Click Data to Spotlight Underrated Products”, with S.M. Emadi and V. Deshpande. 2026. *Production and Operations Management*, 35(2), pp. 606–624. **Finalist, 2021 MSOM Data-Driven Challenge.**
5. “A Feature-based Consideration Set Choice Model for Online Retailing”, with M.A. Farzaneh and A. Venkataraman. 2026. *M&SOM*, 28(3), pp. 706–725.

Papers under Review

6. “Exploration Optimization for Dynamic Assortment Personalization under Linear Preferences”, with F. Bernstein and D. Sauré. **Minor revision** at *Operations Research*.

Patents

- “Quick Learning Recommendation Method, Non-transitory Computer Readable Medium and System for Baskets of Goods”. *US Patent* 11,151,631, 2021.

Teaching Experience

Kenan-Flagler Business School, University of North Carolina at Chapel Hill

- BUSI 410: Business Analytics, Undergraduate Core, Fall 2018–2026 (average rating **4.71/5.0**)
- MBA 708A: Retail Operations & Analytics, MBA Elective, Fall 2019–2026 (average rating **4.52/5.0**)

The Fuqua School of Business, Duke University

- Decision 502: Business Mathematics Review, MBA & MMS Programs, Summer 2016 (average ratings **6.78/7.0 (MBA)** and **6.86/7.0 (MMS)**)

Honors and Awards

- Nominated for Weatherspoon Award for Excellence in Undergraduate Teaching, UNC Kenan-Flagler, 2023
- MBA Teaching All-Star Award, UNC Kenan-Flagler, 2021
- Finalist, MSOM Data-Driven Research Challenge, 2021
- First Prize, MSOM Student Paper Competition, 2018
- Second Prize, INFORMS Junior Faculty Interest Group (JFIG) Paper Competition, 2013
- Invited Panelist, POMS Doctoral Consortium, 2019
- The Fuqua School of Business Graduate Fellowship, 2013
- University of Pittsburgh Graduate Fellowship, 2010
- University Honor for Exceptionally Outstanding Undergraduate Student, Sharif University, 2010
- Ranked 3rd in B.Sc. class (Industrial Engineering), Sharif University, 2010
- Ranked Top 0.1% in Iran's National University Entrance Exam (400,000+ participants), 2006

Student Advising

- Amin Farzaneh (PhD committee member, co-author), University of Texas at Dallas, 2026 (expected)
- Felipe del Solar (Master's thesis committee member), University of Chile, 2025
- Dishita Sen (Honors thesis committee member), UNC Chapel Hill, 2024
- Dayton Steele (PhD committee member), UNC Chapel Hill, 2022

Professional Service

To the Discipline

- Reviewer Service: *Management Science, Operations Research, Manufacturing and Service Operations Management, Production and Operations Management, Service Science*
- Judge: MSOM Supply Chain SIG (2020, 2021, 2022, 2025), JFIG Competition (2019), DSI Buffa Dissertation Award (2019), Research Grants Council of Hong Kong (2018–2019)
- Session Chair: INFORMS (2019, 2025), POMS (2019, 2020, 2021)

At UNC Chapel Hill

- Co-Organizer, Operations Area Seminar Series, 2019–2025
- Member, Faculty Need Trends Discovery Working Group, 2020

Invited Talks

- Fidelity AI center, April 2025.
- Kellogg School of Management, Northwestern University, April 2024.
- Statistics & Operations Research Department, University of North Carolina at Chapel Hill, March 2024.
- Carey Business School, Johns Hopkins University, May 2023.
- Oracle Corporation, February 2022.
- "The Job Market Experience: Candid Conversations", Invited Panelist at the POMS Doctoral Consortium, May 2019.
- McCombs School of Business, University of Texas at Austin, 2018.
- Kelley School of Business, Indiana University, 2018.
- Imperial College Business School, 2018.
- McGill University, Desautels Faculty of Management, 2018.
- University of California, Riverside, School of Business Administration, 2018.
- Lindner College of Business, University of Cincinnati, 2018.
- University of Illinois at Chicago, College of Business Administration, 2018.
- University of Nebraska-Lincoln, College of Business, 2018.
- Kenan-Flagler Business School, University of North Carolina at Chapel Hill, 2017.
- Fox School of Business, Temple University, 2017.

- Lundquist College of Business, University of Oregon, 2017.

Conference Presentations

- INFORMS Annual Meeting, Atlanta, GA, 2025.
- INFORMS RMP Section Conference, NYC, NY, 2024.
- INFORMS RMP Section Conference, Los Angeles, CA, 2024.
- MSOM Annual Conference, Minneapolis, MN, 2024.
- MSOM Annual Conference, Montreal, QC, 2023.
- INFORMS Annual Meeting, Indianapolis, IN, 2022.
- POMS Annual Conference, 2022 (online).
- INFORMS Annual Meeting, 2021 (online).
- MSOM Annual Conference, 2021 (online).
- POMS Annual Conference, 2021 (online).
- INFORMS Annual Meeting, Seattle, WA, 2019.
- POMS Annual Conference, Washington, DC, 2019.
- INFORMS Annual Meeting, Phoenix, AZ, 2018.
- MSOM Student Paper Competition, INFORMS Annual Meeting, Phoenix, AZ, 2018.
- INFORMS Annual Meeting, Houston, TX, 2017.
- MSOM Annual Conference, Chapel Hill, NC, 2017.
- POMS Annual Conference, Seattle, WA, 2017.
- INFORMS Annual Meeting, Nashville, TN, 2016.
- Amazon's Supply Chain Optimization Summit, Seattle, WA, 2016 (Poster presentation).
- INFORMS Revenue Management and Pricing Section Conference, NY, 2016.
- POMS Annual Conference, Orlando, FL, 2016.
- INFORMS Annual Meeting, Philadelphia, PA, 2015.
- INFORMS Annual Meeting, San Francisco, CA, 2014.
- INFORMS Annual Meeting, Phoenix, AZ, 2012.