

## Yanzhe (Murray) Lei · 雷彦哲

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CONTACT INFORMATION	465 Goodes Hall, 143 Union St W Stephen J.R. Smith School of Business Queen's University Kingston, ON, Canada K7L 3N6	Phone: +1 (613) 533-6559 E-mail: yl64@queensu.ca
EDUCATION	<b>University of Michigan, Ross School of Business</b> Ph.D. in Technology & Operations  <b>Tsinghua University</b> Bachelor of Engineering (with highest honor), Department of Automation	2012 - 2018  2008 - 2012
PROFESSIONAL EXPERIENCE	<b>Queen's University, Stephen J.R. Smith School of Business</b> Assistant Professor	2018 - Present
RESEARCH INTERESTS	<b>Applications:</b> Pricing and Revenue Management, Service Operations, Retail Operations, On-demand Platforms.  <b>Methodologies:</b> Stochastic Control, Dynamic Optimization, Online Learning and Optimization, Asymptotic Analysis.	
PUBLICATION	<b>Yanzhe (Murray) Lei</b> , Stefanus Jasin, Joline Uichanco, Andrew Vakhutinsky. Joint Product Framing (Display, Ranking, Pricing) and Order Fulfilment under the MNL Model for E-Commerce Retailers. Accepted at <i>Manufacturing &amp; Service Operations Management</i> (2021). <a href="#">[Link]</a> .  <b>Yanzhe (Murray) Lei</b> , Stefanus Jasin. Real-time Dynamic Pricing for Revenue Management with Reusable Resources, Advance Reservations, and Deterministic Service Time Requirements. <i>Operations Research</i> (2020). <a href="#">[Link]</a> .  <b>Yanzhe (Murray) Lei</b> , Stefanus Jasin, Amitabh Sinha. Joint Dynamic Pricing and Order Fulfillment for E-commerce Retailers. <i>Manufacturing &amp; Service Operations Management</i> (2018). <a href="#">[Link]</a> . <ul style="list-style-type: none"><li>• 2017 POMS-HK Student Paper Competition, Second Place (Shared)</li></ul>	
WORKING PAPERS	Qi (George) Chen, <b>Yanzhe (Murray) Lei</b> , Stefanus Jasin. Real-Time Spatial-Intertemporal Dynamic Pricing for Balancing Supply and Demand in a Network. Under major revision at <i>Operations Research</i> <a href="#">[Link]</a> .  <b>Yanzhe (Murray) Lei</b> , Sheng Liu, Stefanus Jasin, Andrew Vakhutinsky. On the Joint Inventory and Pricing Control for a One-Warehouse Multi-Store Problem with Lost Sales: Spiraling Phenomena and a Near-Optimal Heuristic. Under major revision at <i>Operations Research</i> . <a href="#">[Link]</a> .  <b>Yanzhe (Murray) Lei</b> , Sentao Miao, Ruslan Momot. Privacy-preserving Personalized Decision-Making. Under major revision at <i>Management Science</i> . <a href="#">[Link]</a> . <ul style="list-style-type: none"><li>• 2021 INFORMS Revenue Management &amp; Pricing Conference Spotlight Presentation</li></ul>	

- Selected media mentions: [The Conversation](#), [HEC Knowledge](#), [HEC Stories \(in French\)](#), [Maeil Business Newspaper \(in Korean\)](#),

**Yanzhe (Murray) Lei**, Stefanus Jasin, Jinyi Wang, Houtao Deng, Jagannath Putrevu. Dynamic Workforce Acquisition for Crowdsourced Delivery Platforms. Submitted to *Operations Research*. [\[Link\]](#).

**Yanzhe (Murray) Lei**, Sean Zhou, Zhuolu Zhang. Near-optimal Dynamic Pricing Policies under Trade-in Programs. Manuscript in preparation.

Kiarash Hassani, **Yanzhe (Murray) Lei**, Anton Ovchinnikov. Pricing and Returns in the Era of Big Tech: Implications of Information Asymmetry Reversal. Work in progress.

**Yanzhe (Murray) Lei**, Dan Zhang. Joint Dynamic Optimization of Pricing and Personalized Recommendations in Omnichannel Retailing. Work in progress.

**Yanzhe (Murray) Lei**, Guang Li, Sumit Kunnumkal. Near-optimal Inventory Allocation Policies under Myopic Order Fulfilment Policy. Work in progress.

Ghazale Biarson, Elaheh Fata, **Yanzhe (Murray) Lei**,. Near-optimal Order Fulfilment Policies with Order Batching and Differentiated Service Requirements. Work in progress.

**Yanzhe (Murray) Lei**, Stefanus Jasin, Amitabh Sinha. Near-optimal Bisection Search for Nonparametric Dynamic Pricing with Inventory Constraint. Under revision. [\[Link\]](#).

INVITED RESEARCH  
TALKS  
(ALPHABETICAL  
ORDER)

- Chinese University of Hong Kong, Department of System Engineering and Engineering Management, 2018
- City University of Hong Kong, College of Business, 2018
- Hong Kong University of Science and Technology, Department of Industrial Engineering & Decision Analytics, 2017
- Imperial College Business School, 2018
- Indiana University, Kelley School of Business, 2018
- McGill University, Desautels Faculty of Management, 2018
- Queen's University, Smith School of Business, 2018
- Shanghai Jiao Tong University, Antai College of Economics and Management, 2017
- Singapore Management University, 2017
- University of Colorado Boulder, Leeds School of Business, 2017
- University of Toronto, Rotman School of Management, 2022
- University of Waterloo, Department of Management Sciences, 2018

CONFERENCE  
PRESENTATIONS  
(ALPHABETICAL  
ORDER)

- CORS Annual Conference: 2021, 2022 (scheduled)
- CSAMSE Annual Conference: 2021
- INFORMS Annual Meeting: 2014 - 2021
- INFORMS Applied Probability Society Conference: 2017
- INFORMS Revenue Management & Pricing Section Conference: 2016, 2021
- M&SOM Conference 2014, 2016, 2017, 2019
- POMS Annual Conference: 2019, 2021

TEACHING  
EXPERIENCE

**Queen's University, Stephen J.R. Smith School of Business**

Pricing Analytics (MMA, Global MMA, Blended MMA)	2021 - Present
Introduction to Operations Management (BComm)	2019 - 2021
Probabilistic Operations Research Models (MSc/PhD)	2020
Strategic Consumer Behaviours in Operations Management (MSc/PhD, co-taught with Anton Ovhinnikov)	2020

**University of Michigan, Stephen M. Ross School of Business**

Operations Management (BBA)	2015
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AWARDS

Management Science Distinguished Service Award	2021
Management Science Meritorious Service Award	2020
POMS-HK Student Paper Competition, Second Place	2017
W. Allen Spivey/Valerie and William Hall Family Fellowship, University of Michigan	2017
Rackham Early Candidacy Grant, University of Michigan	2015
Phi Kappa Phi, University of Michigan	2013 - 2014
Outstanding Graduate, Tsinghua University	2012
Dean's List, HKUST	2011
First-class Scholarship, Tsinghua University	2009 - 2011

GRANTS

NSERC Discovery Grant (sole PI), \$155,000 + early-career launch supplement of \$12,500	2021 - 2026
Monieson Centre "Future of Business Grant" (co-PI with Jue Wang), \$ 9,000 CAD	2018 - 2020
Research Initiation Grant, Queen's University, \$45,000 CAD	2018 - 2021

ACADEMIC SERVICE

Session chair: INFORMS Annual Conference (2017 - 2021), POMS Annual Conference (2021), CORS Annual Conference (2021, 2022)	
Ad-hoc journal reviewer: Management Science, Operations Research, Manufacturing & Service Operations Management, Production and Operations Management, Transportation Research Part B: Methodological, Naval Research Logistics, Operations Research Letter	
Editorial Review Board of Decision Sciences Journal (2021 - present)	
Ad-hoc grant reviewer: Mitacs accelerate grant (2019), General Research Fund at the Research Grants Council of Hong Kong (2022)	
Ad-hoc conference reviewer: MSOM Supply Chain Special Interest Group Workshop (2020, 2021, 2022)	
Competition reviewer: POMS College of Supply Chain Management's Best Student Paper Competition (2020), INFORMS TIMES Best Working Paper Award Competition (2020)	

SERVICE AT  
QUEEN'S

Co-chair (with Raga Gopalakrishnan) of Management Analytics area research seminar series	2021 - Present
Management Analytics area PhD comprehensive exam committee	2021 - Present
Scotiabank Scholar at the Scotiabank Centre for Customer Analytics	2019 - Present
Renewal, Tenure and Promotion Committee	2021 - 2022
Research Fellowships, Professorships, and Chairs Advisory Committee	2021
Graduate student research grant committee, Smith School of Business	2019 - 2021
Graduate student fellowship committee, Queen's University	2019 - 2021
Faculty advisor at the Conflict Analytics Lab	2020

STUDENT  
SUPERVISION

MSc Student: Timothy Upson (co-advised with Anton Ovchinnikov, graduated 2021), Ghazale Biarson (co-advising with Elaheh Fata, graduating 2022)

Second reader of MSc thesis: Kiarash Hassani (2019), Farzad Iravani (2020), Gong Yu (2021), Zahra Khanalizadeh (2021)