

Yanzhe (Murray) Lei · 雷彦哲

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	University of Michigan, Ross School of Business Ph.D. in Technology & Operations Tsinghua University Bachelor of Engineering (with highest honor), Department of Automation	2012 - 2018 2008 - 2012
PROFESSIONAL EXPERIENCE	Queen's University, Stephen J.R. Smith School of Business Assistant Professor	2018 - Present
RESEARCH INTERESTS	Applications: Pricing and Revenue Management, Service Operations, Retail Operations, On-demand Platforms. Methodologies: Stochastic Control, Dynamic Optimization, Online Learning and Optimization, Asymptotic Analysis.	
PUBLICATION	Yanzhe (Murray) Lei , 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 & Service Operations Management</i> (2021). [Link] . Yanzhe (Murray) Lei , Stefanus Jasin. Real-time Dynamic Pricing for Revenue Management with Reusable Resources, Advance Reservations, and Deterministic Service Time Requirements. <i>Operations Research</i> (2020). [Link] . Yanzhe (Murray) Lei , Stefanus Jasin, Amitabh Sinha. Joint Dynamic Pricing and Order Fulfillment for E-commerce Retailers. <i>Manufacturing & Service Operations Management</i> (2018). [Link] . <ul style="list-style-type: none">• 2017 POMS-HK Student Paper Competition, Second Place (Shared)	
WORKING PAPERS	Qi (George) Chen, Yanzhe (Murray) Lei , Stefanus Jasin. Real-Time Spatial-Intertemporal Dynamic Pricing for Balancing Supply and Demand in a Network. Under major revision at <i>Operations Research</i> [Link] . Yanzhe (Murray) Lei , 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> . [Link] . Yanzhe (Murray) Lei , Sentao Miao, Ruslan Momot. Privacy-preserving Personalized Decision-Making. Under major revision at <i>Management Science</i> . [Link] . <ul style="list-style-type: none">• 2021 INFORMS Revenue Management & Pricing Conference Spotlight Presentation	

- 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)