

Karthik Balasubramanian

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EDUCATION

- Harvard University** Boston, MA / USA Aug 2012 – May 2018 (e)
Doctor of Business Administration (Candidate), Technology and Operations Management
- Research focused on optimization of inventory management and incentives for African mobile money agents
 - Technical coursework in Operations Research at Massachusetts Institute of Technology
- Duke University** Durham, NC / USA Aug 2003 – May 2007
Bachelor of Science in Electrical Engineering and Economics, Magna cum Laude
- Concentrations in optical communication systems and international economic development
 - Additional coursework in Political Science at Oxford University (New College)

WORKING PAPERS

Balasubramanian, Karthik, David Drake, and Doug Fearing. "Inventory Models for Mobile Money Agents in the Developing World." Harvard Business School, Dec 2016.

- *2nd Place: 2017 POMS Sustainable Operations Student Paper Competition*
- *Invited: 2017 MSOM Responsible Operations Special Issue Session*
- *Finalist: 2017 INFORMS Doing Good with Good OR Paper Competition*

Balasubramanian, Karthik, and David Drake. "Service Quality, Inventory and Competition: An Empirical Analysis of Mobile Money Agents in Africa." Harvard Business School, Jan 2016

RESEARCH IN PROGRESS

Balasubramanian, Karthik. "Two-way Inventory Pools for Mobile Money Agents in the Developing World." Harvard Business School, Jan 2017

Acimovic, Jason, Chris Parker, David Drake, and Karthik Balasubramanian. "Show or Tell? Behavioral Inventory Response to a Mobile Money Field Experiment." Pennsylvania State University, Jan 2017

CONFERENCE PRESENTATIONS

2017 MSOM Annual Conference (Chapel Hill, NC)
2017 POMS Annual Conference (Seattle, WA)
2016 DSI Annual Conference (Austin, TX)
2016 POMS Annual Conference (Orlando, FL)
2015 INFORMS Annual Conference (Philadelphia, PA)
2015 POMS Annual Conference (Washington DC)
2014 INFORMS Annual Conference (San Francisco, CA)
2014 POMS Annual Conference (Atlanta, GA)

TEACHING EXPERIENCE

- University of Chicago Booth School of Business** UK + Hong Kong Winter 2015 & 2016
Executive Education Teaching Assistant, Supply Chain Management
- Taught review sessions, individual tutoring, and group tutoring for mid-career executives
 - Received high-performance bonuses for all 4 modules taught (average student evaluation: 4.51/5.00)

PROFESSIONAL EXPERIENCE

- Deborah Ross for US Senate** Raleigh, NC / USA Aug 2016 – Nov 2016
Data Director
- Advised >\$10M TV, radio, and digital ad strategy with analysis integrating polling, cost, and competitive data
 - Built and managed budget tracker that synthesized income and expense forecasts for daily cash flow monitoring
- Bill & Melinda Gates Foundation (BMGF)** Seattle, WA / USA Feb 2011 – Jun 2012
Associate Program Officer, Financial Services for the Poor
- Contracted and managed first spatial analysis of financial access in Africa and South Asia at BMGF
 - Supervised analysis of mobile network expansion, competitive dynamics, and SIM penetration in Africa

- Duke University Global Health Institute** Tanzania + Malawi Aug 2009 – Jan 2011
Research Manager/Organization Management Specialist
- Led field launch of \$600K NIH-funded pilot study (R34) of a PTSD treatment for orphans in Tanzania
 - Supervised process re-organization and tracked progress of \$1.5M grant for M&E in Malawi
- Obama for America: Ohio Campaign for Change** Cleveland, OH / USA Aug 2008 – Nov 2008
Field Organizer for Cleveland Ward 5
- Managed field effort in Cuyahoga County public housing without “street money”; 10% turnout gain over 2004
 - Supervised four deputy field organizers, each of whom managed a campaign storefront staging location
- Boston Consulting Group (BCG)** Bethesda, MD / USA Oct 2007 – Jul 2009
Associate
- Managed North American tracking processes for \$30M cost-cutting initiative for global cement company
 - Analyzed 1M+ SKU global sales database of large cosmetics company to determine best regional product exits

VOLUNTEER EXPERIENCE

- Bill & Melinda Gates Foundation** Seattle, WA / USA May 2015 – Present
External Expert Reviewer, Grand Challenges
- Reviewed financial technology “moon-shot” grant proposals for Phase I (\$100K) and Phase II (\$1M)
- World Food Programme (WFP)** Liberia Jul 2012 – Aug 2012
Logistics Consultant
- Created prototype of comprehensive, downstream supply chain dashboard with operational data
- American Red Cross** Uganda + Kenya Aug 2010 – Present
Information Management and Cash Transfer Specialist
- Deployed twice to assist in data management for post-disaster cash transfer programs (CTP) via mobile money
- Ohio Department of Rehabilitation and Correction** Columbus, OH / USA Jun 2007 – Sep 2007
Policy Analyst
- Modeled the effect of prison visitation on disciplinary infraction and developed relevant policy proposals

HONORS & AWARDS

- Harvard Business School Doctoral Fellowship (full-tuition and stipend award)
- Angier B. Duke Memorial Scholarship (full-tuition academic award)
- Phi Beta Kappa and Tau Beta Pi elections

PROFICIENCIES

Intermediate Spanish
 Basic Swahili and Tamil
 R, SQL, and Python