

CONTACT INFORMATION MIT Sloan School of Management  
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CITIZENSHIP Chilean, U.S. permanent resident

APPOINTMENTS MIT Sloan School of Management, Applied Economics Group, 2013–present  
Class of 1954 Career Development Associate Professor, 2018–present  
Class of 1954 Career Development Assistant Professor, 2016–2018  
Assistant Professor, 2013-2016  
Yale University, Cowles Foundation  
Visiting Assistant Professor, 2015-2016

EDUCATION PhD in Economics, Princeton University, June 2013  
Advisor: Yuliy Sannikov  
M.S., Economics, Universidad de Chile, 2007, *Maximum Distinction*  
Mathematical Engineering, Universidad de Chile, 2007, *Maximum Distinction*  
(B.S. and M.S. in Applied Mathematics equivalent)

HONORS AND AWARDS MIT Sloan Junior Faculty Research Assistance Program Grant 2014  
Towbes Prize for Outstanding Teaching 2011 and 2013, Princeton University  
Graduate Fellowship and Summer Fellowship 2009 - 2013, Princeton University  
J. Edward Lundy \*40 Fellowship for Economics 2008-2009, Princeton University  
*Young Researcher* Research Fellowship, 2007-2008, Center for Applied Economics, School of Engineering, Universidad de Chile

FIELDS OF INTEREST Microeconomic Theory, Game Theory, Information Economics, Industrial Organization

PUBLICATIONS “Two-Sided Learning and the Ratchet Principle,” *Review of Economic Studies*, 85, 307-351, 2018  
  
“Career Concerns and the Nature of Skills,” *American Economic Journal: Microeconomics*, 10, 152-89, 2018.  
  
“Dynamic Oligopoly with Incomplete Information” (with A. Bonatti and J. Toikka), *Review of Economic Studies*, 84, 503-546, 2017  
  
“Sequential Procurement Auctions and Their Effect on Investment Decisions” (with N. Figueroa), *Rand Journal of Economics*, 46, 824-843, 2015

WORKING PAPERS	<p>“Consumer Scores and Price Discrimination,” with Alessandro Bonatti, <i>revise and resubmit, Review of Economic Studies</i></p> <p>“A Note on The Comparative Statics of Optimal Procurement Auctions” (with Nicolás Figueroa)</p>
WORK IN PROGRESS	<p>“Signaling and Private Monitoring,” with Aaron Kolb</p>
PROFESSIONAL ACTIVITIES	<p>Referee for: <i>American Economic Review, Econometrica, Journal of Political Economy, Review of Economic Studies, American Economic Journal: Microeconomics, Annals of Finance, B.E. Journal of Theoretical Economics, European Economic Review, Games and Economic Behavior, International Game Theory Review, Journal of Economic Dynamics and Control, Journal of Economic Theory, Journal of Industrial Economics, Journal of Mathematical Economics, Management Science, Mathematics and Financial Economics, Operations Research, RAND Journal of Economics, Review of Economic Dynamics, Theoretical Economics</i></p>
SEMINAR PRESENTATIONS	<p><b>2018:</b> Harvard-MIT Theory Workshop, Indiana University (Kelley), MIT Sloan Marketing Seminar, Simon Fraser, SITE, UBC</p> <p><b>2017:</b> Caltech, Boston University, Columbia-Duke-MIT-Northwestern IO Theory Conference, Workshop on Industrial Organization TOI, UChicago, UT Austin</p> <p><b>2016:</b> CEPR Applied IO, CRETE Conference on Research on Economic Theory and Econometrics, Washington University in St. Louis (Olin)</p> <p><b>2015:</b> University of Toronto, Cowles Summer Conference (Economic Theory), Duke-UNC, SAET (Cambridge), UIUC, Yale</p> <p><b>2014:</b> ASU Conference on Dynamic Contracts, Boston University, Columbia, PUC Chile, FGV Brazil, Universidad de Chile</p> <p><b>2013:</b> Toulouse School of Economics, NYU Stern, UCLA, UCSD, Stanford GSB, Harvard-MIT Theory Workshop, MIT Sloan, University of Minnesota</p>
COURSES TAUGHT	<p>MIT: Game Theory for Strategic Advantage, Economic Analysis of Business Decisions (MBA); Universidad de Chile (School of Engineering): Continuous-time Methods in Economics and Finance (G), Macroeconomics (U).</p>
LANGUAGES	<p>English (written and oral proficiency), Spanish (native language)</p>