

## J r mie Gallien

Professor and Area Chair, Management Science and Operations  
London Business School  
Regent's Park, London NW1 4SA, United Kingdom  
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French citizen, born 18/12/1972

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### Education

<i>Degree</i>	<i>School</i>	<i>Date</i>
Ph.D.	Massachusetts Institute of Technology (Operations Research)	June 2000
Eng.D.	�cole des Mines de Paris (Mathematics and Industrial Engineering)	June 1995

### Academic Employment

2010-present **London Business School, Management Science and Operations Area**

<i>Rank</i>	<i>Start</i>	<i>End</i>
Area Chair	July 2018	August 2022
Professor	January 2017	Present
Associate Professor	July 2010	January 2017

2001-2010 **MIT Sloan School of Management, Operations Management Group**

<i>Rank</i>	<i>Start</i>	<i>End</i>
Associate Professor	Nov. 2005	June 2010
Assistant Professor	July 2001	Nov. 2005

### Non-Academic Employment

2009-2013 **The World Bank Group** Zambia and Washington, DC  
*Principal Investigator / Consultant*

Advised the re-design of the supply-chain for the national public distribution of essential medical drugs and supplies in Zambia, in collaboration with Zambia's Ministry of Health, IBM and Crown Agents.

2009-2010 **D cathlon, SA** Villeneuve d'Ascq, France  
*Consultant*

Advised the core supply chain re-design team of Europe's leading retailer and designer of sporting goods.

2000-2001 **Neoptis, Inc.** New-York, NY  
*Co-Founder and Chief Scientist*

Founded a software company to design and develop e-commerce software enabling multi-parameter and dynamic pricing (auctions and negotiations) in online industrial markets.

1998-1999 **Analytics, Inc./The Boeing Company** Portland, OR  
*Operations Management Consultant*

Worked with an operations management consulting firm to design and implement new performance metrics and scheduling policies in the assembly area of the Boeing Civilian Aircrafts Tracks and Beams Division.

## Main Research Publications

“Inventory Policies for Pharmaceutical Distribution in Zambia: Improving Availability and Geographic Access Equity”, *Production and Operations Management* 30 (12), pp. 4501-4521, 2021 (with Z. Leung and P. Yadav). First Prize in the 2012 Best Paper Competition of the Section for Public Sector, Service and Needs of INFORMS. Second Prize, 2012 Best Paper Competition of the POMS College of Humanitarian Operations and Crisis Management.

“Dynamic Procurement of New Products with Covariate Information: The Residual Tree Method,” *Manufacturing & Service Operations Management* 21 (4), pp. 798-815, 2019 (with G.-Y. Ban and A. Mersereau).

“Improving HIV Early Infant Diagnosis Supply Chains in Sub-Saharan Africa: Models and Application to Mozambique”, *Operations Research* 65 (6), pp. 1479-1493, 2017 (with S. Deo and J. Jónasson). First Prize in the 2014 Manufacturing and Service Operations Management Student Paper Competition of INFORMS. Finalist, MSOM Responsible Research in OM Award, 2019. Top 100 Financial Times list of business school papers with positive societal impact (<https://www.ft.com/content/5953739c-3b94-11ea-b84f-a62c46f39bc2>), April 2020.

“National Drug Stockout Risks in Africa: Analysis of the Global Fund Disbursement Process for Procurement from 2002 to 2013”, *Production and Operations Management* 26 (6), pp. 997-1014, 2017 (with I. Rashkova, P. Yadav and R. Atun).

“The Impact of Inventory Management on Stock-Outs of Essential Drugs in Sub-Saharan Africa: Secondary Analysis of a Field Experiment in Zambia,” *PLoS ONE* 11(5), 2016 (with Z. Leung, A. Chen and P. Yadav).

“Taking Stock: Protocol for Evaluating a Family Planning Supply Chain Intervention in Senegal,” *Reproductive Health* 13:45, 2016 (with F. Cavallaro, D. Duclos, R. Baggaley, L. Penn-Kekana, C. Goodman, A. Vahanian, A. Santos, J. Bradley, L. Paintain, A. Gasparrini, L. Hasselback and C. Lynch).

“OM Forum - Practice-Based Research in Operations Management: What It Is, Why Do It, Related Challenges and How to Overcome Them”, *Manufacturing & Service Operations Management* 18 (1), 2016 (with S. Graves and A. Scheller-Wolf).

“Initial Shipment Decisions for New Products at Zara” *Operations Research* 63 (2), pp. 269–286, 2015 (with A. Mersereau, M. Nóvoa, A. Dapena and A. Garro).

“Clearance Pricing for a Fast Fashion Retailer” *Operations Research* 60 (6), pp. 1404–1422, 2012 (with F. Caro). Finalist in the 2012 EURO Excellence in Practice Competition. Finalist in the 2010 Practice Competition of the Pricing and Revenue Management Section of INFORMS.

“Zara Uses Operations Research to Reengineer its Global Distribution System,” *Interfaces*, 40 (1) pp. 71-84, 2010. (with F. Caro, J. Correa, J. Garcia, M. Montes, J. A. Ramos and J. M. Corredoira). Finalist in the 2009 Franz Edelman INFORMS Competition.

“Inventory Management of a Fast-Fashion Retail Network,” *Operations Research* 58 (2), pp. 257-273, 2010 (with F. Caro). Featured article.

“Implementing Supply Routing Optimization in a Make-To-Order Manufacturing Network”, *Manufacturing & Service Operations Management* 12 (4), pp. 547–568, 2010 (with J. Foreman, J. Alspaugh, F. Lopez, R. Bhatnagar and C.C. Teo).

“To Wave Or Not To Wave? Order Release Policies for Warehouses with an Automated Sorter”, *Manufacturing & Service Operations Management* 12 (4), pp. 642–662, 2010 (with T. Weber).

“Dynamic Assortment with Demand Learning for Seasonal Consumer Goods,” *Management Science*, 53 (2), pp. 276-292, 2007 (with F. Caro). Finalist in the 2004 Manufacturing and Service Operations Management Student Paper Competition of INFORMS.

“Temporary and Permanent Buyout Prices in Online Auction”, *Management Science* 53 (5), pp. 814-833, 2007 (with S. Gupta).

“Dynamic Mechanism Design for Online Commerce,” *Operations Research* 54 (2), pp. 291-310, 2006.

“A Smart Market for Industrial Procurement with Capacity Constraints,” *Management Science*, 51 (1), pp. 76-91, 2005 (with L. Wein). First Prize in the 2000 Manufacturing and Service Operations Management Student Paper Competition of INFORMS.

“A Simple and Effective Component Procurement Policy for Stochastic Assembly Systems,” *Queueing Systems Theory and Applications*, 38 (2), pp. 221-248, 2001 (with L. Wein). Second Prize in the 1998 Manufacturing and Service Operations Management Student Paper Competition of INFORMS.

## Working Papers

“Dynamic Budget Allocation for Public Health Procurement: A Multi-Product Inventory Model with Partial Backlogging,” 2022, under revision for *Manufacturing and Service Operations Management* (with I. Rashkova).

“Deployment Guidelines for Community Health Workers in Sub-Saharan Africa,” 2022, in preparation (with S. Deo, J. Jónasson and C. Chan).

“Optimal Assignment Policies for Maternity Waiting Homes in Low-Income Settings,” 2022, in preparation (with G. Chen, Y. Du and D. Panayiotou).

“When Should Fractional Dose Vaccines Be Used?” 2022, in preparation (with F. De Véricourt and N. Ghosh).

## Other Publications

“Massachusetts General Hospital's Pre-Admission Testing Area (PATA)” (with K. McCarty and R. Levi), European Case Clearing House (ECCH) case Ref. 11-116, 2012. Winner of the 2012 (ECCH) Best Case Competition (new writer category).

“Temporary and Permanent Buyout Prices in Online Auctions” (with S. Gupta), *Proceedings of the 2005 Singapore-MIT Alliance Annual Symposium*, January 2005.

“Admission Control Policies for Make-to-Order Contracts” (with Y. Le Tallec and T. Schoenmeyr), *Proceedings of the 2004 Singapore-MIT Alliance Annual Symposium*, January 2004.

*Optimization-Based On-Line Procurement Auction Mechanism* (with L. Wein), US Provisional Patent No. 60/275,750, March 14, 2001.

*Dynamic Optimization-Based Bidding Process for On-Line Resource Allocation*, US Provisional Patent No. 60/275,807, March 14, 2001.

*A One-To-Many Electronic Market Mechanism for Real-Time, Multi-Unit and Multi-Parameter Bidding* (with J. Thevenot and A. Fahim), US Provisional Patent No. 60/278,204, March 23, 2001.

*Optimization-Based Auctions and Stochastic Assembly Replenishment Policies for Industrial Procurement*, Ph.D. thesis, Operations Research Center, MIT, June 2000.

## Teaching Activities

LBS Degree Programmes Elective: *Business Resilience* (since 2022)  
LBS Executive Education Live Online Open Programme: *Mastering Operational Resilience* (Academic Director, since 2021)  
LBS MBA Programme Tailored Core: *Value Chain Management* (since 2018)  
LBS Degree Programme Elective: *Managing Health Care* (since 2015)  
LBS Degree Programmes Elective: *Supply Chain Management* (since 2011)  
LBS Executive Education Open Enrollment Programme: *Supply Chain Leadership* (Academic Director, 2016-2017)  
LBS Executive MBA Programme (London and Dubai): *Operations Management* (since 2010)  
LBS MBA Programme: *London Business Experience* (2014-2016)  
Custom Executive Education Programmes for Faurecia (2022), IBM (2020), SIDF (2020), Sberbank (2014, 2012), Oxylane (2012), British Petroleum (2012-2014), TransMed (2014, 2013), Carlsberg (2014, 2015)  
MIT Sloan MBA Program: *Introduction to Operations Management* (2002-2009)  
MIT Sloan Fellows Program: *Management of Supply Networks for Products and Services: Concepts, Design, and Delivery* (with G. Bitran, 2009)  
MIT Sloan Executive Education Program: *Supply Chain Strategy & Management* (several guest lectures in 2008-2009)  
MIT Leaders For Manufacturing Program: *Systems Optimization and Analysis* (2002-2009)  
MIT Sloan PhD Program: *The Theory of Operations Management* (2003-2005)  
MIT Operations Research Center, PhD Program: *Special Seminar in Applied Probability* (2002)

## Service Activities

### 1. Internal

Faculty Chair of the Management Science and Operations (MSO) Area (2018-22). Member of the Executive Education Committee (since 2018). Member of the Research Centers and Institutes Review Committee (since 2021). Academic Director, Healthcare Initiative and Development Impact Platform, Wheeler Institute for Business and Development (since 2018). Ph.D Coordinator of the Management Science and Operations Area and member of the Ph.D Committee (2011-2018). Member of the Ph.D Interim Review Committee (2014). PhD Transfer Committees: Caleb Park (2019), Amrita Kundu (2017), Isabel Smith, Shyam Mohan (2015), Yiangos Papanastasiou, Jónas Jonasson (2013), Iva Rashkova (2012). Member of the Elective Review Implementation Committee (2013), Chair/Coordinator of MSO area junior recruiting (2013-2014). Member of the Research Ethics Committee (2011-2015). Member of the DIIE funding allocation review panel (2010-2017). Member of the Teaching Technology Advisory Committee (2013-2014). Member of the Appointments Sub-Committee (2011-2012). Member of ad-hoc Academic Appeal Committee (Fall 2011). Member of 3<sup>rd</sup> year performance review committee for Ahmed Tahoun, Nicholas Hirschey and Rui Silva (2014); Caherine Magelssen and Michaël Bikard (2017). Member of the Executive MBA Programme Committee (2014-2017).

### 2. Journals

Department Editor, *Manufacturing & Service Operations Management* (since 2021). Co-Editor of the Special Issue of *Manufacturing & Service Operations Management* on Practice-Focused Research (2012-2015). Associate Editor for the journals *Management Science* (2008-present), *Manufacturing & Service Operations Management* (2009-present), *Operations Research* (2010-present) and *Naval Research Logistics* (2004-2005); Regular referee for the journals *Management Science*, *Operations Research* and *Manufacturing and Service Operations Management*. Some ad-hoc referee service for the journals *Interfaces*, *Econometrica*, *European Journal of Operations Research*, *Games and Economic Behavior*.

### **3. Competitions**

Founding Editor and Chair of the M&SOM Journal Practice-Based Research Competition (since 2016). Member of the 2014 MSOM Best Paper Selection Committee. Chair of the 2013 “Doing Good with Good OR” Student Competition of INFORMS. Chair of the 2013 Best Paper Competition of the Section for Public Sector, Service and Needs of INFORMS. Judge in the 2013 and 2012 George Nicholson Student Paper Competition of INFORMS. Judge in the 2012 and 2014 “Doing Good with Good OR” Student Competitions of INFORMS. Lead Coach of the Hewlett-Packard Finalist Team for the 2012 Franz Edelman Competition of INFORMS. Verifier in the 2013, 2012 and 2011 Franz Edelman Competition of INFORMS. Judge in the 2011 Junior Faculty Interest Group Best Paper Competition of INFORMS. Chair of the 2007 MSOM Student Paper Competition; Judge in the 2004, 2005 and 2006 INFORMS MSOM Student Paper Competitions.

### **4. Conferences**

Organizing and Program Committee Member, Global Health Supply Chain Summit, virtual (2020-2021), Johannesburg (2019), Lusaka (2018), Dar-es-Salaam (2016), Dakar (2015), Copenhagen (2014), Addis Ababa (2013). Organizing and Program Committee Member, 2014 Supply Chain Thought Leaders’ Summit, Helsinki, Finland. Organizing and Program Committee Member, 2014 Workshop on Global Health Supply Chain Strategy (London, UK). Program Committee Member, 2013 and 2014 Deloitte Institute of Innovation & Entrepreneurship and London Business School Academic/Practitioner Workshop on Operational Innovation. Program Committee Member, 2013 Rome EURO/INFORMS Conference. Chair of the 2009 MSOM Supply Chain SIG Conference; Organizing Committee of the 2009 MSOM Conference; 2006 MSOM Conference Review Board; Organizing Committee, 2004, 2005 and 2006 INFORMS Revenue Management & Pricing Section Conferences.

### **5. Professional Societies**

Vice President of Meetings and Communications for the Manufacturing & Service Operations Management Society of INFORMS (2012-2013).

## **Thesis and Student Supervision**

### **1. In Progress**

Yuhang Du	LBS Ph.D Program in Management Science and Operations (since 2022).
Naireet Ghosh	LBS Ph.D Program in Management Science and Operations (since 2019).
Caleb Park	LBS Ph.D Program in Management Science and Operations (since 2016).

### **2. Completed Doctoral Theses**

Jónas Jónasson	LBS Ph.D Program in Management Science and Operations, <i>Data-driven Models of Healthcare Delivery Operations</i> , 2016. Jónas is now an Associate Professor at the MIT Sloan School of Management.
Iva Rashkova	LBS Ph.D Program in Management Science and Operations, <i>Three Essays in Operations Management</i> , 2015. Iva is now an Assistant Professor at the Olin Business School, Washington University in St. Louis.
Zachary Leung	MIT Doctoral Program in Operations Research, <i>Three Essays in Operations Management</i> , 2014. Zachary is now an Assistant Professor at the City University of Hong-Kong.

Gareth Williams	MIT Doctoral Program in Operations Research, <i>Dynamic Order Allocation for Make-To-Order Manufacturing Networks: An Industrial Case Study of Optimization Under Uncertainty</i> , 2011.
Felipe Caro	MIT Sloan Doctoral Program in Operations Management, <i>Dynamic Retail Assortment Models with Demand Learning for Seasonal Consumer Goods</i> , 2005. Felipe is now a Full Professor at UCLA's Anderson School of Management.
Shobhit Gupta	MIT Doctoral Program in Operations Research, <i>Buyout Prices in Online Auctions</i> , 2006.

### 3. Completed Masters Theses

Jalpa Patel	LGO 12', Internship at Inditex (Zara), La Coruna, Spain, <i>Optimization-Based Decision Support System for Retail Sourcing</i>
Tatiana Bonnefoi	LGO 12', Internship at Inditex (Zara), La Coruna, Spain, <i>Demand Forecast for Short Life Cycle Products: Zara Case Study</i>
Andres Garro	LGO 11', Internship at Inditex (Zara), La Coruna, Spain, <i>New Product Demand Forecasting and Distribution Optimization: A Case Study at Zara</i>
Todd Bishop	LGO 10', Internship at Amazon.com, Lexington, KY, <i>Waveless Picking: Managing the System and Making the Case for Adoption and Change</i>
Rodolfo Carboni	LGO 09', Internship at Inditex (Zara), La Coruna, Spain, <i>Clearance Pricing Optimization at Zara</i>
Myraida Vega	LGO 09', Internship at Inditex (Zara), La Coruna, Spain, <i>Stock Level Optimization at the Distribution Center Through Improved Supply Chain Management Practices</i>
John Foreman	ORC MS 08', <i>Optimized Supply Routing at Dell under Non-Stationary Demand</i>
Nadya Dhalla	LFM 08', Internship at Dell, Inc., Round Rock, TX, <i>Evaluating Shortage Costs in a Dynamic Environment</i>
Zachary Smith	LFM 08', Internship at Amazon.com, Fernley, NV, <i>Designing and Implementing Auxiliary Operational Processes</i>
Juan Correa	LFM 07', Internship at Inditex (Zara), La Coruna, Spain, <i>Optimization of a Fast-Response Distribution Network</i>
Eric Dolak	LFM 07', Internship at Dell, Inc., Nashville, TN, <i>Developing Flexibility in Assembly Environments</i>
Amy Reyner	LFM 06', Internship at Dell, Inc., Round Rock, TX, <i>Multi-Site Inventory Balancing in an Extended Global Supply Chain</i>
Kerry Pearson	LFM 06', Internship at The Broad Institute, Cambridge, MA, <i>Operational Streamlining in a High-Throughput Genome Sequencing Center</i>
Jeremy Weinstein	LFM 06', Internship at ABB, Zurich, Switzerland, <i>Driving Change in Commodity Management in Engineering Led Firms through Optimization Studies, Modeling, and Data Driven Decision Making</i>

Linsey Rubenstein	LFM 06', Internship at Amazon.com, Seattle, WA, <i>Intelligent Product Placement Strategies for Amazon.com's Worldwide Fulfillment Centers</i>
Théophane Weber	ORC MS 05', <i>Conditional Dynamics of Non-Markovian, Infinite Server Queues</i>
Christine Cheung	LFM 05', Internship at Procter & Gamble Cosmetics Division, Hunt Valley, MD, <i>A Short-range Forecasting and Inventory Strategy for New Product Launches</i>
David Jackson	LFM 05', Internship at Amazon.com, Campbelleville, KY, <i>Managing and Scheduling Inbound Material Receiving at a Distribution Center</i>
Ruby Lam	LFM 05', Internship at Boeing Co. Civilian Aircraft Division, Everett, WA, <i>Designing and Implementing a New Supply Chain Paradigm for Airplane Development</i>
Vikram Sahney	LFM 05', Internship at Boeing Co. Civilian Aircraft Division, Everett, WA, <i>Scheduling and Shop Floor Control in Commercial Airplane Manufacturing</i>
Clifford Smith	LFM 05', Internship at C&S Wholesale Grocers Inc., Keene, NH, <i>Simulation Model Used As Design Improvement Decision Tool for Warehouse Material Flow</i>
Matthew Vokoun	LFM 05', Internship at the Broad Institute, Cambridge, MA, <i>Operations Capability Improvement of a Molecular Biology Laboratory in a High Throughput Genome Sequencing Center</i>
Cameron Price	LFM 04', Internship at Amazon.com, Outbound Control Group, Luton, United Kingdom, <i>Systems Analysis and Optimization through Discrete Event Simulation at Amazon.com</i>
Anthony Faranca	LFM 04', Internship at Amazon.com, Operations Engineering Group, Reno, NV, <i>Complex System Analysis through Discrete Event Simulation</i>
James Katzen	LFM 03', Internship at Eastman Kodak, Rochester, NY, <i>Concurrently Designing a Physical Production System and an Information System in a Manufacturing Setting</i>
William Driegert	MLOG 03', Internship at Frito Lay, Plano, TX, <i>Pricing Strategies for Continuous Replenishment Perishable Goods</i>

## Awards

2020	Paper "Improving HIV Early Infant Diagnosis Supply Chains in Sub-Saharan Africa: Models and Application to Mozambique" selected in top 100 <i>Financial Times</i> List of Business School Papers with social impact, <a href="https://www.ft.com/content/5953739c-3b94-11ea-b84f-a62c46f39bc2">https://www.ft.com/content/5953739c-3b94-11ea-b84f-a62c46f39bc2</a>
2019	Paper "Improving HIV Early Infant Diagnosis Supply Chains in Sub-Saharan Africa: Models and Application to Mozambique" Finalist of MSOM Responsible Research in OM Award.
2014	PhD advisee Jónas Jónasson selected as recipient of the 2014 Seth Bonder Scholarship for Applied Operations Research in Health Service delivered by INFORMS to one student every year.

- 2014 PhD advisee Jónas Jónasson awarded the First Prize in the INFORMS Manufacturing and Service Operations Management Student Paper Competition for a version of our paper “Improving HIV Early Infant Diagnosis Supply Chains in Sub-Saharan Africa: Models and Applications to Mozambique”.
- 2012 First Prize in the 2012 Best Paper Competition of the Section for Public Sector, Service and Needs (now Public Sector OR) of INFORMS for the paper “Rationality and Transparency in the Distribution of Essential Drugs in Sub-Saharan Africa: Analysis and Design of an Inventory Control System for Zambia” (with Z. Leung and P. Yadav).
- 2012 Finalist in the 2012 EURO Excellence in Practice Competition for the paper “Clearance Pricing Optimization at Zara”
- 2012 Winner of the 2012 European Case Clearing House (ECCH) Best Case Competition (new writer category) for the case “Massachusetts General Hospital's Pre-Admission Testing Area (PATA)” (with K. McCarty and R. Levi).
- 2012 Second Prize in the 2012 Best Paper Competition of the POMS College of Humanitarian Operations and Crisis Management of the Production and Operations Management Society (POMS) for “Rationality and Transparency in the Distribution of Essential Drugs in Sub-Saharan Africa: Analysis and Design of an Inventory Control System for Zambia” (with Z. Leung and P. Yadav).
- 2010 Finalist in the 2010 Practice Competition of the Pricing and Revenue Management Section of INFORMS for “Clearance Pricing Optimization at Zara”
- 2009 Edelman Laureate and finalist in the 2009 Franz Edelman Competition of INFORMS for “Zara Uses Operations Research to Reengineer its Global Distribution System”
- 2004 PhD advisee Felipe Caro selected as a Finalist in the INFORMS Manufacturing and Service Operations Management Student Paper Competition for a version of our paper “Dynamic Assortment with Demand Learning for Seasonal Consumer Goods”.
- 2003 Meritorious Service Award from the journal *Operations Research*.
- 2000 1<sup>st</sup> Prize in the INFORMS Manufacturing and Service Operations Management Student Paper Competition for the paper “*Design and Analysis of a Smart Market for Industrial Procurement*”.
- 1998 2<sup>nd</sup> Prize in the INFORMS Manufacturing and Service Operations Management Student Paper Competition for the paper “*Optimization of a Procurement Policy in a Stochastic Assembly System*”.
- 1996-1997 Georges Lurcy Fellow (fellowship for graduate studies in the US awarded annually by the Franco-American Foundation to a French citizen).
- 1996 Military Congratulations (French Ministry of Defense).

## Languages

English, French and Spanish. Elements of Arabic (classical) and Indonesian (bahasa).