Armand Kapllani

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Immigration status: US Permanent Resident

EDUCATION

University of Florida — Gainesville, FL
Ph.D. in Economics — 2022
Thesis: Essays in Partial Identification and Social Networks

University of Texas at Arlington — Arlington, TX
M.A. in Economics — 2014

EXPERIENCE

T-Mobile US — Bellevue, WA
Pricing Manager (Economist) — June 2022 - Nov 2023

- Developed strategic pricing models for bundled products under different promotional offers and build financial models to measure NPV, and the impact of different pricing on consumer demand.
- Developed, applied, and automated econometric and machine learning models in estimating lift (treatment effects) of different device promotional offers, supporting more than $300M of annual promotional offers.
- Collaborated with retail teams to build forecast demand models for different device products and utilized machine learning and time series models to forecast product sales which led to a reduction in inventory monthly costs by 7%.
- Estimated market demand for different products using discrete choice models to measure price elasticities and forecast the impact of price changes on market demand.
- Worked closely with a team of product managers to develop an algorithmic approach to scrape customer reviews for in-house products and to utilize natural language processing (NLP) models that produced quarterly sentiment analysis which led to improvement of product features and to a decrease in churn by 15%.

Seattle University — Seattle, WA
Adjunct Economics Professor — March 2023 -

- Teach and prepare instructional materials for MBA courses in microeconomics and pricing theory.
- Evaluate student learning by creating and applying course competencies and accurately evaluating student progress.

Analysis Group — Boston, MA
Associate Intern — June 2021 - August 2021

- Developed financial models, coded in R/Stata, and implemented data-intensive analyses for two different litigation cases. Developed an econometric model that identified discriminatory practices of employers and was used by the case expert.
- Formulated economic models and performed quantitative and qualitative economic research.

University of Florida — Gainesville, FL
Research Assistant — Aug 2014 - May 2022

- Conducted literature review on real business cycle models published in the top-five economics journals.
- Solved and coded dynamic stochastic general equilibrium models (DSGE) in MATLAB/Dynare to perform macroeconomic model selection using machine learning techniques.
- Estimated hedonic pricing equations using spatial models to measure the effect of sea level rising on residential housing prices and its implications on welfare in Miami-Dade County, Florida.
- Developed and conducted a survey questionnaire on consumer preferences and analyzed data using nonlinear models to measure consumers willingness to pay for the products.

Instructor

- Teaching undergraduate level courses during fall and spring semesters such as econometrics and intermediate microeconomics.

SKILLS

Statistical Languages	R, Python, SQL, Stata, SAS, MATLAB
Econometrics	Causal Inference, Machine Learning, and Network Formations.
Surveys	Data Analysis, Data Collection, Questionnaire design, Sampling, Bias Correction, Weighting
Machine Learning	Double/Debiased Machine Learning, Linear/Nonlinear Models, Strategic Pricing Analysis, Neural Networks, Deep Learning, Decision Trees, Convolutional and Recurrent Neural Networks, BART, Random Forest, Clustering, Regularization, Ensemble Methods (Boosting and Bagging), Cross-Validation, A/B Testing, Hypothesis Testing
Communication	English, Albanian, Italian, Greek