



Guillermo Gallego

Head IELM / Chair Professor / Crown Worldwide Professor
of Engineering

PhD 1988 Cornell University, Operations Research
and Industrial Engineering

MS 1987 Cornell University, Operations Research
and Industrial Engineering

Personal Home Page

[\(http://www.ielm.ust.hk/dfaculty/ggallego/\)](http://www.ielm.ust.hk/dfaculty/ggallego/)

ACADEMIC AND PROFESSIONAL EXPERIENCE

2016-present Department Head & Chair Professor. Dept. of Ind. Eng. & Log. Mgt. HKUST
2016-present Crown Worldwide Professor of Engineering. Dept. of Ind. Eng. & Log. Mgt. HKUST
2016-present Liu Family Emeritus Professor. Dept. of Ind. Eng. & Oper. Res. Columbia University
2012-2016 Liu Family Professor. Dept. of Ind. Eng. & Oper. Res. Columbia University
2002-2008 Department Chairman Ind. Eng. & Oper. Res. Columbia University
2000-2015 Professor. Dept. of Ind. Eng. & Oper. Res. Columbia University
1999-2003 Visiting Scientist. IBM Watson Research Center, NY.
1999-2001 Co-director, MS in Financial Engineering program.
1996-1997 Visiting Associate Professor. Graduate School of Business. Stanford University
1995-2000 Tenured Associate Professor, Dept. of Ind. Eng. & Oper. Res. Columbia University
1994-1995 Associate Professor. Dept. of Ind. Eng. & Oper. Res. Columbia University
1988-1993 Assistant Professor. Dept. of Ind. Eng. & Oper. Res. Columbia University

HONORS

- Informs Impact Prize 2016
- HKIE Fellow class of 2016
- MSOM Fellow class of 2013
- Keynote speaker INFORMS 2013
- INFORMS Fellow class of 2012
- Revenue Management Practice Prize 2012
- Revenue Management Historical Prize 2011
- Revenue Management Section Prize 2005

SELECTED PUBLICATIONS

- Blanchet, J., Gallego, G., and V. Goyal. 2016. A Markov Chain Approximation to Choice Modeling. *Operations Research*, **64** (4), 886-905.
- Gallego, G., and H. Topaloglu. 2014. Constrained Assortment Optimization for the Nested Logit Model. *Management Science*, **60**, 2583-2601.
- Davis, J., G. Gallego, and H. Topaloglu. 2014. Assortment Optimization under Variants of the Nested Logit Model. *Operations Research*, **62**(2) 250-273
- G. Gallego, R Wang. 2014. Multiproduct price optimization and competition under the nested logit model with product-differentiated price sensitivities. *Operations Research*, **62**(2), 450-461
- Gallego, G., R. Ratliff and S. Shebalov. 2013. A General Attraction Model and Sales-based Linear Program for Network Revenue Management under Customer Choice. *Operations Research*. **63**, 1, 212-232.
- Gallego, G. and G. van Ryzin. 1994. Optimal Dynamic Pricing of Inventories with Stochastic Demand over Finite Horizons. *Management Science*. **40**, 999-1020.
- Gallego, G. and I. Moon. 1993. The Distribution Free Newsboy Problem: Review and Extensions. *Journal of the Operational Research Society*. **44**, 825-834.
- Gallego, G. and G. van Ryzin. 1997. A Multiproduct Dynamic Pricing Problem and its Applications to Network Yield Management. *Operations Research*. **45**, 24-41.
- Feng, Y. and G. Gallego. 1995. Optimal Starting Times for End of Season Sales and Optimal Stopping Times for Promotional Fares. *Management Science*. **41**, 1371-1391.
- Gallego, G., and Ö Özer. 2001. Integrating Replenishment Decisions with Advance Demand Information. *Management Science*. **47**, 1344-1360.

SERVICE ACTIVITIES

2013-2014	Edelman prize committee
2012-2014	Revenue Management and Pricing award committee
2007-2009	von Neumann prize committee
2006	Co-organizer of "Management Science Unleashed" conference at IBM.
2005-2013	Senior Editor <i>POMS</i>
2004-2007	Founder and co-organizer of INFORMS Revenue Management and Pricing Section Conference
2002-2008	Chairperson, IEOR Department, Columbia University
2002-2006	Senior Editor <i>M&SOM</i>
1998-2002	Editorial Board Member <i>M&SOM</i>
1997-2001	Departmental Editor <i>IIE-Transactions</i>
1994-2002	Associate Editor <i>Management Science</i>
1994-2006	Associate Editor <i>Naval Research Logistics</i>
1994-2000	Associate Editor <i>Operations Research</i>
1992-1997	Associate Editor <i>IIE-Transactions</i>