AMAN GOSWAMI

Ph.D. Candidate, Department of Supply Chain Management
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PROFESSIONAL SUMMARY

Ph.D. Candidate in Supply Chain Management at Rutgers Business School with a research focus on supply chain operations, healthcare operations management, and data analytics. Over eight years of industry experience in data science and business analytics within leading consulting and retail firms.

EDUCATION

Ph.D. Supply Chain Management (GPA: 3.96/4)   2020-May 2025 (Expected)
Rutgers Business School, Rutgers University, NJ, USA

Dissertation: Enhancing resilience in the pharmaceutical and healthcare supply chains.
Committee: Dr. Alok Baveja, Dr. Xin (David) Ding, Dr. David Dreyfus, Dr. Suresh Muthulingam
Advisor and Committee Chair: Dr. Lian Qi

M.A. Economics   2012
Delhi School of Economics, Delhi, India

B.A. (Hons.) Economics   2010
St. Stephen's College, Delhi, India

ACADEMIC POSITIONS

Rutgers Business School, Rutgers University   2024-Present
Course Instructor, NJ, USA

CCICADA, Department of Homeland Security (DHS) Centre of Excellence   2021-2023
Research Assistant, NJ, USA

Rutgers Business School, Rutgers University   2021-2024
Teaching and Graduate Assistant, NJ, USA

Rutgers Cancer Institute   2022
Summer Research Assistant, NJ, USA

ARTICLES – PEER REVIEWED

- **Goswami, A.**, Baveja, A., Ding, X., Melamed, B., Roberts, F. An Integrated Framework for Modeling Pharmaceutical Supply Chains With Disruptions and Risk Mitigation. Conditionally accepted for publication with minor revisions in *Annals of Operations Research*.

- **Goswami, A.**, Baveja, A., Melamed, B., Roberts, F. (2024). Prevention and Mitigation of Disruptions in Medical Device Supply Chains: A Policy Perspective. *Journal of Science Policy & Governance, 24*(1). https://doi.org/10.38126/JSPG240108.

CONFERENCE PROCEEDINGS

- Baveja, A., Chen, W., Egan, D., Goswami, A., March, P., Melamed, B., Nelson, C., Roberts, F. (2024). Detecting Criminal Disruptions of Supply Chains. In *Proceedings of the 52nd Annual Meeting of Western Decision Sciences Institute (WDSI 2024)*, pp. 1–13. http://wdsinet.org/Annual_Meetings/2024_Proceedings/papers/submission_23.pdf

WORKING AND UNDER-REVIEW PAPERS

- **Goswami, A.**, Ding, X., Dreyfus, D. Clinical Focus and Patient Outcomes - The Mediating Role of Ultra-Early Procedures in Cardiac Care. Under preparation - writing stage for *Management Science*. *Dissertation and Job Market Paper*.

- **Goswami, A.**, Ho, E., Wang, J., Qi, L., Baveja, A. Modeling Reshoring and Offshoring Drivers for Life-Sciences Firms. Under preparation - writing stage for *Decision Sciences*. *Dissertation Paper*.

- **Goswami, A.**, Baveja, A., Melamed, B., Egan, D., March, P., Roberts, F. The Space Economy: Insights into the Strategic Management of Space-Grade Solar Array Panels. Under preparation - writing stage for *Management and Business Review*.

- Melamed, B., Baveja, A., **Goswami, A.**, Melamed, B., Egan, D., March, P., Roberts, F. Enhancing Homeland Security by Enhancing the Resiliency of Food and Agricultural Supply Chains. Under preparation - writing stage for *Rutgers Business Review*.

- Dreyfus, D., **Goswami, A.**, Sheth, S. Measuring Patient Navigator Engagement in Substance Use Disorder Settings. Under preparation - writing stage (Research with RWJBH-Institute for Prevention and Recovery).

- Adepoju, T., Rodgers, M., **Goswami, A.** Optimizing Nurse Staffing and Scheduling in Pediatric Intensive Care Unit. Under preparation - data collection stage (Research with RWJ University Hospital-Department of Pediatrics).

- Rodgers, M., Dreyfus, D., **Goswami, A.** Optimizing Ambulance Services: Public-Private Synergies in Response and Repair. Under preparation - writing stage for *Production and Operations Management*.

- Rana, A., Patel, R., **Goswami, A.**, Luke, S., Baveja, A., Domeniconi, C., Melamed, B., Roberts, F., Chen, W., Crooks, A., Menkov, V., Narayan, V., Jones, J., Kavak, H. A Hybrid Simulation Methodology for Identifying and Mitigating Supply Chain Disruptions. Under review in *Journal of Simulation*.

CONFERENCE PROCEEDINGS

- Baveja, A., Chen, W., Egan, D., **Goswami, A.**, March, P., Melamed, B., Nelson, C., Roberts, F. (2024). Detecting Criminal Disruptions of Supply Chains. In *Proceedings of the 52nd Annual Meeting of Western Decision Sciences Institute (WDSI 2024)*, pp. 1–13. http://wdsinet.org/Annual_Meetings/2024_Proceedings/papers/submission_23.pdf

OTHER PUBLICATIONS AND TECHNICAL REPORTS

- Baveja, A., Egan, D., **Goswami, A.**, March, P., Melamed, B., Roberts, F. (2024). Building Resilient Veterinary Medical-Product Supply Chains. Upcoming *White paper, SCRIPS: Supply Chain Resilience Issues, Problems, and Solutions for the Homeland Security Enterprise workshop,*

organized by the Department of Homeland Security (DHS) Centers of Excellence - The Center for Accelerating Operational Efficiency (CAOE) and The Cross-Border Threat Screening and Supply Chain Defense Center (CBTS), in cooperation with the DHS Supply Chain Resilience Center, Washington D.C., October 1-2, 2024.

- Domeniconi, C., Rana, A., Patel, R., Jones, J., Kavak, H., Luke, S., Menkov, V., Roberts, F., Baveja, A., Chen, W., Egan, D., **Goswami, A.**, Lei, R., March, P., Melamed, B., Narayan, V., Crooks, A. (2023). Detecting Criminal Disruption of Supply Chains Study: Phase III: Technology Supply Chains. *DHS Report, September 5, 2023.*

- Domeniconi, C., Rana, A., Patel, R., Jones, J., Kavak, H., Luke, S., Menkov, V., Roberts, F., Baveja, A., Chen, W., Egan, D., **Goswami, A.**, Lei, R., March, P., Melamed, B., Narayan, V., Crooks, A. (2023). Detecting Criminal Disruption of Supply Chains Study: Report: General Methodology and Tools. *DHS Report, August 21, 2023.*

- Domeniconi, C., Rana, A., Patel, R., Jones, J., Kavak, H., Luke, S., Menkov, V., Roberts, F., Baveja, A., Chen, W., Egan, D., **Goswami, A.**, Lei, R., March, P., Melamed, B., Narayan, V., Crooks, A. (2023). Detecting Criminal Disruption of Supply Chains Study: Phase II: Medical Devices and Critical-Care Supply Chains. *DHS Report, June 15, 2023.*

- Domeniconi, C., Rana, A., Patel, R., Jones, J., Kavak, H., Luke, S., Menkov, V., Roberts, F., Baveja, A., Chen, W., Egan, D., **Goswami, A.**, Lei, R., March, P., Melamed, B., Narayan, V., Crooks, A. (2022). Detecting Criminal Disruption of Supply Chains Study: Phase I: Pharmaceutical Supply Chains. *DHS Report, October 20, 2022.*

PRESENTATIONS (**Bold** indicates presenter(s))
- **Goswami, A.**, Ho, E., Wang, J., Qi, L., Baveja, A. Reshoring and Offshoring Drivers in the Life Sciences Industry. Upcoming *Decision Sciences Institute (DSI) 55th Annual Conference – Decision Sciences to Address Global Challenges, Phoenix, AZ, November 23-25, 2024*.

- **Goswami, A.**, Ho, E., Wang, J., Qi, L., Baveja, A. Drivers of Reshoring and Offshoring Decisions in the Life Sciences Industry. Upcoming *Institute for Operations Research and the Management Sciences (INFORMS) Annual Meeting, Seattle, WA, October 20-23, 2024.*

- **Goswami, A.** Clinical Focus and Outcomes: Mediating Role of Ultra-Early Procedures. *2nd Annual Philadelphia Operations and Technology Day, Philadelphia, PA, September 27, 2024.*

- **Goswami, A.** Patient Outcomes as Influenced by Clinical Focus and the Timing of Healthcare Decisions. Presented at the *Supply Chain Management Seminar* by the *Department of Supply Chain Management, Rutgers Business School, Rutgers University. Invited Speaker. May 3, 2024.*

- Baveja, A., Chen, W., Egan, D., **Goswami, A.**, March, P., Melamed, B., Nelson, C., Roberts, F. Detecting Criminal Disruptions of Supply Chains. *52nd Annual Meeting of Western Decision Sciences Institute (WDSI), Santa Rosa, CA, April 2-5, 2024.*

- **Goswami, A.**, Zhao, Y. Comparison Study of E-Business and Internet Firms. *52nd Annual Meeting of Western Decision Sciences Institute (WDSI), Santa Rosa, CA, April 2-5, 2024.*

- **Goswami, A.**, Ding, X., Dreyfus, D. Impact of Clinical Focus On Patient Outcomes Through Ultra-early Decisions. *Institute for Operations Research and the Management Sciences (INFORMS) Annual Meeting, Phoenix, AZ, October 15-18, 2023.*

- **Goswami, A.**, Ding, X., Dreyfus, D. Patient Outcomes as Influenced by Clinical Focus and the Timing of Healthcare Decisions. *Production and Operations Management (POMS) 33rd Annual Conference - Fostering a Better and Smarter World with POMS, Orlando, FL, May 21-25, 2023.*

- **Goswami, A.**, Ding, X., Dreyfus, D. Clinical focus, Time to Procedure, and Patient Outcomes. *Decision Sciences Institute (DSI) 54th Annual Conference - Resiliency and Adaptability for a Better Global Future, Houston, TX, November 19-21, 2022.*

- **Goswami, A.**, Baveja, A., Chen, W., Melamed, B., Narayan, V., Roberts, F. A Framework for Classifying Criminal Disruptions in Pharmaceutical Supply Chains. *Industry Studies Association (ISA) Annual Conference - The Future of Innovation: New Roles, New Rules, New Responsibilities, Philadelphia, PA, June 24-25, 2022.*

- **Goswami, A.**, Baveja, A., Chen, W., Melamed, B., Narayan, V., Roberts, F. Detecting and Mitigating Impact of Criminal Disruptions in Pharmaceutical Supply Chains. *Production and Operations Management (POMS) 32nd Annual Conference - Emerging Domains of POMS, Online, April 21-25, 2022.*

- **Goswami, A.** Analytical Applications of Pricing in B2B and B2C Settings. *7th International Conference on Business Analytics and Intelligence, Indian Institute of Management (IIM), Bangalore, KA, India. Invited Speaker. December 7, 2019.*

- **Goswami, A.** Developing an Analytics Centre of Excellence at Landmark Group. *Narsee Monjee Institute of Management (NMIMS), Bangalore, KA, India. Invited Speaker. May, 2017.*

COURSES TAUGHT
Rutgers Business School, Rutgers University
29:799:310:40 – Demand Planning and Fulfillment (UG)   Fall 2024
Teaching Effectiveness Rating: *Ongoing*
Course Quality Rating: *Ongoing*

29:799:310:H6 – Demand Planning and Fulfillment (UG)   Summer 2024
Teaching Effectiveness Rating: 4.5/5.0
Course Quality Rating: 4.5/5.0

COURSES ASSISTED
Rutgers Business School, Rutgers University
22:799:580:41 – Operations Analysis (G)   Spring 2024
22:799:625:61 and 22:799:625:68 – Service Management (G)   Spring 2024

22:799:580:41 – Operations Analysis (G)   Fall 2023
22:799:625:61 and 22:799:625:68 – Service Management (G)   Fall 2023
22:799:694:99 – Supply Chain Finance (G)   Fall 2023

22:799:580:41 and 22:799:580:52 – Operations Analysis (G)   Spring 2023
22:799:625:61 and 22:799:625:68 – Service Management (G)   Spring 2023

33:799:420:02 and 33:799:420:04 – SCM Industry Client Projects (UG)	Spring 2023
22:799:580:41 – Operations Analysis (G)	Fall 2022
22:799:625:61 and 22:799:625:68 – Service Management (G)	Fall 2022
22:799:694:99 – Supply Chain Finance (G)	Fall 2022
22:799:580:20, 22:799:580:41, and 22:799:580:52 – Operations Analysis (G)	Spring 2022
22:799:661:61 – Project Management (G)	Fall 2021
22:960:608:40 and 22:544:608:40 – Business Forecasting (G)	Fall 2021
22:799:608:642 – Global Sourcing and International Distribution for Fashion (G)	Fall 2021
22:799:608:60 and 22:799:618:99 – Procurement and Global Sourcing (G)	Fall 2021

SERVICE ACTIVITIES AND AFFILIATIONS

PANEL MEMBER

Rutgers Business School – Topic: Inclusive and Sustainable Trade	September 2024
Featuring Ambassador Katherine Tai, United States Trade Representative (USTR)	

CONFERENCE SESSION CHAIR

Western Decision Sciences Institute (WDSI), Modeling and Simulation Track	April 2024

REVIEWER

Conference Proceedings Western Decision Sciences Institute (WDSI)	April 2024

AFFILIATIONS

Member, Decision Sciences Institute (DSI)	2022-Present
Member, Production and Operations Management Society (POMS)	2022-Present
Member, INFORMS	2022-Present
Member, Golden Key Honor Society	2023

SEMINARS

Teacher Training Seminar – Introduction to Clustering Algorithms	Spring 2021

VOLUNTEER

2nd Annual Philadelphia Operations and Technology Day	September 2024

EDITORIAL POSITIONS

Economics Research Group and Commonwealth Society	2008-2010
St. Stephen's College, Delhi, India	

SERVICE TO SOCIETY

Member, Social Service League	2007-2010
Blood donation and Vision correction camps	
Evening classes for the disadvantaged	
St. Stephen's College, Delhi, India	

INDUSTRY POSITIONS

Bain & Company	2019-2020
Manager/Case Team Lead, Data Science, Advanced Analytics Group, Bangalore, India	
Senior Specialist, Data Science, Advanced Analytics Group, Bangalore, India	

Landmark Group (P) Limited   2015-2019
Manager (M2)/Lead Data Scientist, Analytics Center of Excellence, Bangalore, India
Manager (M1)/Senior Data Scientist, Analytics Center of Excellence, Bangalore, India
Assistant Manager, Analytics Center of Excellence, Dubai, UAE

Target Corporation (P) Limited   2012-2015
Associate Data Scientist, Data Science, Bangalore, India
Associate Business Analyst, Guest Data and Analytics, Bangalore, India
Trainee Business Analyst, Guest Data and Analytics, Bangalore, India

SELECTIVE INDUSTRY PROJECTS
At Bain and Company
- Led a team of two (2) data scientists in the development of pricing algorithms tailored for clients.

- Contributed to several advanced analytics projects and learning and development (L&D) initiatives across the Asia-Pacific (APAC) region.

- Pricing Practice - Developed a dynamic B2B deal guidance framework leveraging segmentation and optimization techniques and seamlessly integrated it with a leading pricing management software. Collaborated closely with the Head of R&D, Chief Pricing Scientists, and Director of Sales to create the product and devised a strategic roadmap for partnership between Bain clients and the vendor.

At Landmark Group (P) Limited
- Led a team of eight (8) data scientists in the development of algorithms and data science solutions across multiple domains, including customer relationship management, pricing, demand and supply chain management, marketing, assortment optimization, and in-season planning.

- Accountable for all projects and talent as both manager and mentor. Established various talent planning, talent management initiatives, and learning and development framework for over fifty-five (55) employees within the organization.

- Designed a space optimization tool to revamp Landmark Group's international stores across various categories, aimed at improving margins and enhancing the in-store customer experience.

- Relocated to Bangalore from Dubai to setup the Analytics offshore delivery center (ACoE Bangalore), leading all data science initiatives and projects.

- Customer Value Management and Marketing - Developed advanced customer analytics solutions, including predictive models for likelihood to purchase, next best offer, next best department of purchase, churn, and headroom capacity. These models, implemented across Landmark Groups' different businesses generated over $27 million in incremental revenue. Also developed customer lifetime value models to reduce attrition rate by 4% and established a long-term CRM strategy for sustained customer engagement.

- In Season Planning - Developed and implemented an advanced markdown optimization algorithm, across all businesses, resulting in $5 million incremental margin for the 2017-18 fiscal year. The algorithm strategically transformed planners' operations within the organization.

At Target Corporation (P) Limited

- Developed an advanced algorithmic approach to digital attribution, leveraging machine learning algorithms to optimize return on investment (ROI) on investments across digital channels. Collaborated closely with senior engineers in San Francisco and utilized the Hadoop ecosystem for deployment.

- Identified whitespace (gaps) in online product assortment and created a prioritization algorithm for assortment planning. Supported the development of a dynamic pricing tool based on competitor shopping data.

- Conducted extensive A/B testing for paid search optimization and developed statistical models to enhance keyword bidding strategies.

AWARDS

Dean's Competition for Summer Ph.D. Research Assistants (Awarded each year) 2022-2024
Alfred J Battaglia Memorial Fellowship 2024

REFERENCES

Dr. Fred Roberts
Director, CCICADA (DHS Centre of Excellence), Rutgers University
Director Emeritus, DIMACS, Rutgers University
Distinguished Professor of Mathematics, Rutgers University
Piscataway, NJ, USA
(848) 445-4303
froberts@dimacs.rutgers.edu

Dr. Alok Baveja
Professor
Department of Supply Chain Management
Rutgers Business School
Piscataway, NJ, USA
(848) 445-9219
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Dr. Lian Qi
Professor and Department Chair
Department of Supply Chain Management
Rutgers Business School
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(973) 353-1322
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Dr. David Dreyfus
Associate Professor
Director, MSHAI
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Rutgers Business School
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Dr. Xin (David) Ding
Associate Professor
Interim Vice Chair
Department of Supply Chain Management
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