

# RYAN GOODSTEIN

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## EDUCATION

**University of North Carolina**, Chapel Hill 2003 - present  
Ph.D., Economics (expected May 2008)

- Specialization: Labor Economics, Health Economics, Econometrics
- Thesis Title: “*Essays on Retirement*” (Advisor: David Blau)

**James Madison University**, Harrisonburg, VA 1992 - 1996  
B.S., Economics, Minor in Mathematics, Cum Laude

## PROFESSIONAL EXPERIENCE

**University of North Carolina**, Chapel Hill, NC

*Software Developer, Arts and Sciences Foundation* Summer 2004

- Three month special assignment; designed and built an MS Access Database application used by development office to manage donor solicitation strategy. Met with senior management and staff to determine software functionality. Developed front-end GUI and back-end database tables using Visual Basic. Wrote user manuals and trained over 10 development officers on use of the software.

**United Airlines**, Elk Grove Village, IL

*Senior Staff Coordinator, Revenue Management* 2001 - 2003

- Led yield management strategy for over 30 domestic airline market analysts by establishing strategic direction and providing project leadership, technical tool development, business process enhancements, inventory reports and analysis to the domestic staff. Coordinated inter-departmental projects with Aircraft Scheduling, Customer Service Planning, Marketing, and Research and Development.
  - Created “Summer Inventory Strategy” that contributed to 15% year over year increase in unit revenue and 10% increase in yield (Aug. 2003).
  - Developed new metrics to better monitor overbooking performance.
  - Documented revenue management “Best Practices” and led weekly strategy sessions with market analysts to help them plan more effectively.

*Implementation Specialist, Global Systems* 2000 - 2001

- Worked on the design, development, and implementation of Prism, a new pricing software system used by United Cargo. Analyzed the complex and varying business practices employed by Cargo offices worldwide, and designed logic for Prism to successfully handle these practices. Coordinated system testing and worked with software development team to prioritize bug fixes and software enhancements.
  - Coordinated the training and on-site deployment of Prism throughout United’s global network.
  - Leader of Prism deployment in Australia and Belgium.

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## *Demand Planner, Revenue Management* 1998 – 2000

- Forecasted demand for flights contributing over \$300 million in annual revenue. Monitored competitive environment and implemented. Constructed accurate demand forecast for United Airlines' major East Coast/Caribbean expansion strategies. Created standardized business process for department transition to new inventory management tools as member of Business Process Team.

## **Enterprise Rent-a-Car**, Honolulu, HI

### *Branch Rental Manager* 1996 to 1998

- Oversaw all branch operations, including customer service, marketing, and accounts receivable. Trained eight employees. Opened the initial rental branch on island of Maui, and led marketing effort that resulted in first year fleet growth of 300%. Led all regional branches in customer service performance in each of its first 12 months in existence.

## TEACHING EXPERIENCE

- *Instructor*, Intermediate Microeconomic Theory Fall 2007
- *Instructor*, Economic Statistics Summer 2007
- *Head Teaching Assistant*, Art Benavie, Intermediate Macroeconomic Theory Spring 2005
- *Teaching Assistant*, David Schwartz, Introduction to Economics Fall 2004
- *Teaching Assistant*, Sergio Parrerias, Intermediate Microeconomic Theory 2003 - 2004

## RESEARCH EXPERIENCE

- *Research Assistant*, David Blau, University of North Carolina at Chapel Hill 2005 - 2007

## RESEARCH PAPERS

- “*The Effect of Wealth on Labor Force Participation of Older Men*”, Oct. 2007 (working paper)
- “*What Explains Trends in Labor Force Participation of Older Men in the United States?*” with David Blau, May 2007 (under review)

## CONFERENCES AND SEMINARS

- “Accounting for Trends in the Labor Force Participation Rate of Older Men in the United States”
  - Population Association of America Annual Meeting, New York, NY, March 2007.
  - IZA/SOLE Transatlantic Meeting of Labor Economists, Ammersee, Germany, May 2006
- “The Effect of Wealth on Labor Force Participation of Older Men”
  - Graduate Student Workshop, Clemson University, September 2007
  - OSU Applied Micro Workshop, Ohio State University, October 2007

## ASSOCIATIONS

- Population Association of America, American Economic Association

## COMPUTER SKILLS

- STATA, SAS, Visual Basic, all MS Office Applications