

RAPHAEL MARTINS  
350 Third Street, Apt. 304  
Cambridge, MA 02142, USA  
+1 (646) 591-4897 | [rmartins@stern.nyu.edu](mailto:rmartins@stern.nyu.edu)

## Education

---

- 2022 (exp.)      **NYU Stern School of Business**  
PhD in Management & Organizations  
Dissertation Committee: JP Eggers (chair), Rob Seamans, Michelle Gittelman, Franco Malerba
- Major: Strategy. Minor: International Business
  - CCC Virtual Visiting Student – Copenhagen Business School 2020/2021
  - Visiting scholar at LSE Department of Economic Geography (supervisor: Riccardo Crescenzi), Fall 2019
- 2014              **Harvard Kennedy School**  
Master in Public Administration in International Development (MPA/ID)
- 2011              **University of Sao Paulo**  
MSc in Economics
- Visiting student at University of Ottawa, Fall 2010
- 2007              **Federal University of Rio de Janeiro**  
BA in Economics

## Publications

---

- Helper, S. and Martins, R. (2020) The High Road in Manufacturing. In Paul Osterman (ed.) *Creating Good Jobs*, MIT Press.
- Helper, S., Martins, R., and Seamans, R. (2018) Who Profits from Industry 4.0? Theory and Evidence from the Automotive Industry. *Academy of Management Proceedings*, Academy of Management.

## Current projects

---

- Consequences of R&D Lab Closures for Inventors
  - Finalist of the 2021 SMS Best Conference PhD Paper Prize
  - Selected to be featured in Research Policy's 2<sup>nd</sup> Conference for Early Career Researchers

- Smart Manufacturing and Decision-Making – w/ Ruggero Colombari, Aldo Geuna, Susan Helper, Emilio Paolucci, Riccardo Ricci, Robert Seamans (submitted to California Management Review)
- Organizational Architecture and the Adoption and Use of New Technologies: Evidence from Italian and US Survey Data - w/ Ruggero Colombari, Aldo Geuna, Susan Helper, Emilio Paolucci, Riccardo Ricci, Robert Seamans
- R&D Lab Closures and Knowledge Flows – w/ Thiago Soares
- “De-hubbing” of R&D hubs – w/Riccardo Crescenzi
- Multinational Firms and Spin-Outs – w/ Daniel Grimaldi and Antonio Neto
- The Strategic Implications of Organizational Forgetting
- Inventor careers in emerging markets – w/ Antonio Neto

### **Fellowships & Awards**

---

2019	Center for Global Economy and Business Grant (\$2,500)
2016-2022	NYU Stern Doctoral Scholarship
2012	Lemann Foundation Scholarship
2012	Estudar Foundation Scholarship
2010	Emerging Leaders of Americas Program Scholarship
2008	CNPq Scholarship

### **Conference Presentations & Consortia**

---

2021	<p>“Consequences of R&amp;D Lab Closures for Inventors”</p> <ul style="list-style-type: none"> <li>• East Coast Doctoral Conference</li> <li>• Transatlantic Doctoral Conference</li> <li>• Industry Studies Association</li> <li>• CCC</li> <li>• SASE</li> <li>• People and Organizations Conference (scheduled)</li> <li>• SMS (scheduled)</li> <li>• DRUID (scheduled)</li> </ul> <p>Consortia: STR Networkshop, TIM Virtual Doctoral Consortium</p>
2020	Consortia: TIM Doctoral Research Workshop, Strategy Science

- 2019 “The Strategic Implications of Organizational Forgetting”
- SASE
  - Industry Studies Association
  - DRUID (poster)
- Consortia: SMS Frankfurt, DRUID PhD Academy
- 2018 “Organizational Architecture and the Adoption and Use of New Technologies: Evidence from Italian and US Survey Data”
- Industry Studies Association
  - SASE
  - AOM

### Teaching Experience

---

- 2020 **NYU Stern**  
*Management & Organizations* (Undergraduate)
- 2018-2020 **NYU Stern**  
Course assistant for courses in *Strategy, Managerial Decision-Making* and *Management & Organizations*
- 2013-2014 **Harvard University**  
Teaching Fellow for *Advanced Macroeconomics of Open Economies II* (MPA/ID - HKS) and *Keynes* (Undergraduate)
- 2009 **University of Sao Paulo**  
Teaching assistant for *Time Series Econometrics* (Undergraduate)
- 2006-2007 **Federal University of Rio de Janeiro**  
Teaching assistant for *Introduction to Microeconomics* and *Introduction to Macroeconomics* (Undergraduate)

### Industry Experience

---

- 2015-2016 **World Bank**  
Consultant, Trade & Competitiveness Unit
- 2015 **Ministry of Strategic Affairs – Brazilian Presidency**  
Senior Advisor to the Undersecretary of Strategic Affairs
- 2014-2015 **Center for International Development – Harvard University**  
Growth Lab Research Fellow
- 2010-2011 **Brazilian Development Bank (BNDES)**  
Economist at PPP Unit

## **Computing Skills and Languages**

---

Stata; R; Python; SQL; Portuguese (native); English (fluent); Spanish (fluent); Italian (basic)

## **References**

---

J.P. Eggers

Catherine and Peter Kellner Professor of Entrepreneurship  
New York University, Stern School of Business  
40 West 4th Street, Tisch 715, New York, NY, 10012  
(212) 998-0874  
je44@stern.nyu.edu

Robert Seamans

Associate Professor of Management and Organizations  
New York University, Stern School of Business  
40 West 4th Street, Tisch 758, New York, NY, 10012  
rcs10@stern.nyu.edu

Franco Malerba

Professor of Applied Economics  
Bocconi University  
Via Roentgen, 1 - 20136 Milan  
+39 02 58363391 (3395) (3397)  
franco.malerba@unibocconi.it

Susan Helper

Frank Tracy Carlton Professor of Economics  
Case Western Reserve University, Weatherhead School of Management  
11119 Bellflower Road, Peter B. Lewis Building 272, Cleveland, OH, 44106  
216.368.5541  
susan.helper@case.edu