

Dr. Rofin T M

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Educational Qualifications

- **PhD** from the Department of Industrial and Systems Engineering – IIT Kharagpur
Title of the Thesis – Game-Theoretic Studies on Dual-Channel Supply Chain Configuration.

Courses attended during PhD: Operations Research, Applied Multivariate Statistical Modelling, System Modelling and Analysis, Quality Engineering
- **MBA** (Operations and Marketing) from Mahatma Gandhi University, Kerala, 2008 - 2010
- **B.Tech** in Mechanical Engineering from Calicut University, Kerala, 2003 - 2007

Research Interests

Dual-channel supply chain, evolution of online channel preference, online-offline competition, retail price dynamics, revenue management

Professional Experience

- Currently working as an Assistant Professor in School of Management, National Institute of Technology Karnataka, Surathkal (Institute of national importance).
- Worked as an Assistant Professor at Rajagiri Business School, Kerala from August, 2018 to September, 2019.
- Worked as an Assistant Professor at Rajagiri Centre for business Studies, Kerala, from June 2011 to July 2013.
- Worked as an Assistant Professor at Marian Academy of Management Studies, Kerala, from September 2010 to May 2011.

Subjects taught at Rajagiri Centre for Business Studies (RCBS) and Rajagiri Business School (RBS)

Game Theory, Revenue Management, Business Mathematics, Operations Research, Operations Management, Integrated Materials Management, and World Class Manufacturing,

Subjects taught at NITK Surathkal

Engineering Economics, Service Operations Management

Subjects currently teaching at NITK Surathkal

Operations Strategy, Principles of Management

Publications

- Rofin, T.M. and Mahanty, B., 2018. Optimal dual-channel supply chain configuration for product categories with different customer preference of online channel. *Electronic Commerce Research*, 18(3), pp.507-536. (ABDC-A & Social Science Citation Index)
- Rofin, T.M. and Mahanty, B., 2019. Fulfillment mode selection for Indian online sellers under free and flat rate shipping policies. *Electronic Commerce Research*, pp.1-34. (ABDC-A & Social Science Citation Index)
- Rofin, T.M. and Mahanty, B., 2018. Impact of price adjustment speed on the stability of Bertrand–Nash equilibrium and profit of the retailers. *Kybernetes*. (Science Citation Index Expanded)
- Mathew, V., Ali, Rofin.T.M. and Thomas, S., 2014. Loyalty intentions. *Journal of Indian Business Research*, 6 (3) pp.213-230 (ABDC-C)
- Rofin, T.M. and Mahanty, B., 2020. Equilibrium Analysis of Dual-Channel Supply Chain Under Retailer's Greening Cost Information Asymmetry. *International Journal of Information Systems and Supply Chain Management (IJISSCM)*, 13(4), pp.1-22.
- Rofin, T.M. and Mahanty, B., 2020. Impact of wholesale price discrimination by the manufacturer on the profit of supply chain members. *Management Decision* [ABDC - B]
- Rofin, T. M., & Mahanty, B. (2015, August). Influence of customer acceptance of online sales channel on firm profits under channel competition. In *Advances in Computing, Communications and Informatics (ICACCI), 2015 International Conference on* (pp. 875-881). IEEE.

Conferences

- Presented a paper titled “Impact of Customer Preference of Online Channel on the Firm Profit under Dual channel Supply Chain Competition”, at POMS 27th Annual Conference -2016, held at Orlando, US
- Presented a paper titled “Impact of channel-power structure on the performance of retailer and e-tailer in an emission sensitive supply chain” at 52nd Annual convention of the Operational Research Society of India and International Conference held at IIM Ahmedabad during 15-18th December, 2019.
- Presented a paper titled “Impact of co-operative advertising in a two-echelon dual-channel supply chain” at 11th ISDSI International Conference held at IIM Trichy on December, 2017

- Presented a paper titled “Influence of Customer Acceptance of Online Sales Channel on Firm Profits under Channel Competition” at Fourth International Conference on Advances in Computing, Communications and Informatics (ICACCI-2015) held at SCMS Cochin School of Business, Kerala.
- Presented “Nonlinear Dynamics in the Bertrand Game with Heterogeneous Online Retailer and Traditional Retailer” at International Conference on E Business and Supply Chain Competitiveness (EBSCC-2016) organized by POMS India chapter and E-Business Centre of Excellence-IIT Kharagpur

Reviewer of Scientific Journals

- Electronic Commerce Research (SSCI and ABDC rating A) - Publisher: Springer
- Kybernetis (SCI) - Publisher: Emerald
- INFOR: Information Systems and Operational Research - Publisher: Taylor and Francis
- Journal of Control and Decision - Publisher: Taylor and Francis
- Advances in Operations Research – Publisher: Hindawi
- Quantity and Quality – Publisher : Springer
- OPSEARCH – urnal of Operations Research Society of India - Publisher : Springer

Positions Held

- Publication chair of the international conference titled “ Information Technology Application in Management -23 held at Rajagiri Business School, Kerala – India in participation with Hangyang University during 5-7 February, 2020
- Worked as research scholar representative in the department of Industrial and Systems Engineering during 2015-16
- Faculty in charge for Library at Rajgiri Center for Business Studies from 2011-2013.

Professional Memberships

- Institute of Industrial and Systems Engineering (IISE)
- Production and Operations Management Society (POMS)

Achievements

- Won **Best Presentation award** on the Research Scholars Day-2018 of Dept. of Industrial and Systems Engineering –IIT Kharagpur
- Won **Best Presentation award** on the Research Scholars Day-2017 of Dept. of Industrial and Systems Engineering –IIT Kharagpur
- Won **Best Poster Presentation award** on the Research Scholars Day-2016 of Dept. of Industrial and Systems Engineering –IIT Kharagpur
- Cleared University Grants Commission(UGC)- **Junior Research Fellowship(JRF)** in 2012 December National Eligibility Test(NET)
- **Leader of the Best Group** at the Rural Sensitization Camp organized by Rajagiri Center for Business Studies
- Won the **best team award for a business plan simulation** contest conducted by Kerala Management Association across business schools in Kerala.

- Won the following awards at the following business school festivals during MBA
 - Best Management Team CUSAT, Cochin, Kerala
 - Best Marketing Team M.E.S. Aluva, Kerala
 - Best Environmental management Team M.E.S. Aluva, Kerala
 - Best Management Team Lourdes Matha College, Kerala
 - Best HR Team ICFAI College, Cochin, Kerala

Training programs attended

- Faculty Development Program – **Operations Research** conducted by **IIM Kozhikode**- Kerala
- Management Development Program- **Enterprise 2.0: Enterprise Knowledge Management** conducted by **IIM Kozhikode**- Kerala
- Management Development Program – **Multivariate Data Analysis** conducted by **VGSOM – IIT Kharagpur**
- TEQIP II Sponsored short-term course on **Differential Equations – Theory, Computation and Applications** – Department of Mathematics, **IIT Kharagpur**
- International Summer Winter Term (ISWT) course on ‘**Supply Chain Network Modelling and Analysis**’ conducted by Dept. of Industrial and Systems Engineering- **IIT Kharagpur**
- **Six Sigma Green Belt** – Conducted by **Anna University –TVS Centre for Quality Management**
- Workshop on **Fuzzy Sets and Fuzzy Logic in Informatics** conducted by Reliability Engineering Centre, **IIT Kharagpur**
- TEQIP II Sponsored short-term course on **New Product Development using System Engineering Principles** organized by Department of Industrial and Systems Engineering, **IIT Kharagpur**
- **Cross Functional Decision making** and Business Impact-Conducted by **CIIE-IIM A**
- Workshop on **Reference Manager: Use of Mendeley and Endnote** – conducted by Department of chemical Engineering, **IIT Kharagpur**
- **Publishing connect workshop** conducted by **Elsevier** in association with **IIT Kharagpur**

Co-curricular Activities

- Worked as a teaching assistant of NPTEL online course titled “Decision Modelling” offered by Prof. Biswajit Mahanty, **IIT Kharagpur**
- Worked as a teaching assistant for the subjects Decision Modelling and System Modelling and Analysis under Prof. Biswajit Mahanty, 2014-2016.
- Worked as a teaching assistant for the laboratories New Product Development and System Modelling and Analysis under Prof. P L Narasimhan and Prof. Biswajit Mahanty, 2014-2016.
- Played significant role in organizing Vishleshan 2016 and Vishleshan 2017 – Doctoral Colloquium and Research Scholars’ day of Department of Industrial and Systems Engineering, **IIT Kharagpur**
- Student volunteer of International Conference on E-Business and Supply Chain Competitiveness (EBSCC-2016)
- Student volunteer of International Conference on Management of Ergonomic Design, Industrial Safety and Healthcare Systems (MESH 2016)
- Regularly attending webinars on topics related to research from Elsevier Publishing Campus

Computer Skills

Mathematica, SPSS, AMOS, Stella, Design Expert, MS Visio, IBM Blueworks live, MINITAB, E & F Chaos, MS Excel, Origin Pro

Extra Curricular Activities

Reading, Playing Chess, Watching Informative documentaries and Movies, Interested in Indian Mythology and Epics

Personal Details

Date of Birth: 21-07-1986; Gender: Male

Religion: Islam

Languages Known: English, Hindi, Malayalam, Tamil

I hereby declare that all the above given information are correct to best of my knowledge

Place : Kochi

Date : 2nd November, 2020

Rofin T M

References

- 1.** Prof. Biswajit Mahanty
Former Dean, Planning and Coordination IIT Kharagpur
Professor, Department of Industrial and Systems Engineering
Indian Institute of Technology, Kharagpur, West Bengal - 721302, India
Ph: +91 9434704873; Email: bm@hijli.iitkgp.ernet.in
- 2.** Prof. M K Tiwari
Director, NITIE Mumbai
Former, Dean, Planning and Coordination IIT Kharagpur
Former Member, Board of Governors, IIT Kharagpur
Ph: +91-9734444693; Email: mkt09@hotmail.com; mktiwari9@iem.iitkgp.ernet.in
- 3.** Prof. V N A Naikan
Head, Subir Chowdhury School for Quality and Reliability
Professor, Subir Chowdhury School for Quality and Reliability
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