

# Hossein Hashemi

Sales Management, Meta-Analysis, Quantitative Marketing, Digital Marketing

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## Education

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2018 - 2023      **Ph.D. in Marketing**, *University of Massachusetts Amherst*, Amherst - USA.  
2010 - 2013      **M.S. in Industrial Engineering**, *Sharif University of Technology*, Tehran - Iran.  
2005 - 2010      **B.Sc. in Electrical Engineering**, *Shahid Beheshti University*, Tehran - Iran.

## Academic Position

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2023 - present      **Assistant Professor of Marketing**, *Penn State Harrisburg*.

## Research and Skills

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Areas	Sales and Sales Force Management, Quantitative Marketing, Meta-Analysis, Digital Marketing.
Programming	R and Python.
Methods	Meta-Analysis, Bayesian/MCMC models, Text and Image Analysis, Deep Learning, Hazard Models, Hierarchical Models, Time Series Models, SEM, and Social Network Analysis.

## Published Work

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Abstract in Appendix

**COVID-19 Research in Management: An Updated Bibliometric Analysis.**  
*Hashemi, H., Rajabi, R., Alejandro, T. B., (2022), Journal of Business Research, 149,795-819.*

## Manuscripts under Review

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Abstracts in Appendix

**Drivers of Salesforce Engagement: a Justice Perspective.**  
*Rajabi, R., Hashemi, H., Alejandro, T.B.,*  
Status: Revision for the third round submission at *Industrial Marketing Management*.

## Conference Presentations (Presenter\*)

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<b>The Differential Effect of Affect and Cognition in Job Satisfaction Measures: A Meta-Analytical Investigation</b> Hashemi, H.*, Rajabi, R., Alejandro, T. B.	<i>Summer AMA</i> 2023
<b>Drivers of Salesforce Engagement: a Justice Perspective.</b> Rajabi, R., Hashemi, H.*, Alejandro, T.B.	<i>Summer AMA</i> 2022
<b>A Comprehensive Examination of Salesforce Satisfaction and Performance.</b> Cha, C.*, Rajabi, R., Hashemi, H., Alejandro, T. B.	<i>Summer AMA</i> 2021
<b>An Updated Meta-Analysis of Salesforce Job Satisfaction.</b> Hashemi, H.*, Rajabi, R., Cha, C., Alejandro, T. B.	<i>Summer AMA</i> 2020
<b>A Meta-Analytic Examination of the Causes of Salesperson Turnover.</b> Hashemi, H.*, Rajabi, R., Boles, J., Alejandro, T. B.	<i>Summer AMA</i> 2019

## **Teaching Experience**

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Internet Marketing  
Fundamentals of Marketing  
Business-to-business Marketing

## **Professional Services**

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- 2021-2023 (invited) Reviewer for *Journal of Business Research*  
(invited) Reviewer for *Journal of Business and Industrial Marketing*  
(invited) Reviewer for *Marketing Intelligence and Planning*
- 2019-2021 (invited) Reviewer for Summer AMA
- 2020 (invited) Chair of the Session on Sales and Salesforce Management. *Summer AMA*, Virtual.

## **Honors and Recognition**

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- 2023 HigherEd SIG Doctoral Student Grant (\$250)  
2022 Harold E. Hardy Scholarship (\$3,880)  
2022 Dissertation Research Grant, (\$750)  
2022 Proposal Defense Award, (\$600)  
2021 Harold E. Hardy Scholarship (\$1,600)  
2020 HigherEd SIG Doctoral Student Grant (\$250)  
2018 - 2023 Full Tuition Scholarship, Isenberg School of Management  
2010 Ranked 7th in Iran's M.Sc. Nationwide University Entrance Exam among almost 10,000 candidates for Industrial Engineering



