

Pedro José Martínez Alanis

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Senior Economist with over 12 years of experience in **economic forecasting**, **sectoral analysis**, and **public policy** design. Specialist in building quantitative models and leveraging **Big Data** to evaluate **economic risks** and structural trends in the real and financial sectors.

This expertise is grounded in a strong academic foundation, including two **Master's degrees in Economics** (El Colegio de México, Western University) and **doctoral studies** with a specialization in **quantitative methods**.

Expert in communicating complex findings through high-level **client presentations** and strategic reports for international organizations (IDB, WB) and the federal government. Strong technical proficiency in **Python**, **R**, and **SQL** for processing massive datasets (census, administrative records). Native bilingual in **Spanish and English**.

Professional Experience

Jul'24 - Jan'26 : **International Consultant**, World Bank Group. *Project: Effective Domestic Revenue Mobilization for Inclusive Growth.* Developed a microsimulation model to estimate the fiscal and distributional impact of taxes (VAT, PIT) in Guatemala. Conducted **revenue forecasting** and fiscal policy scenario analysis using **microdata** from household surveys and administrative records.

Summer'24 - Winter'25 : **Research Associate**, University of Chicago. *Project: Productivity Growth in Mexico (Profs. Chang-Tai Hsieh and Esteban Rossi-Hansberg).* Processed and analyzed **Big Data** from Mexico's Economic Censuses (1999-2019) to measure market concentration and diversification at the product-industry level. Implemented **Python** algorithms (Levenshtein Distance) for business group name unification, contributing to the **structural analysis** of productivity.

Jun'23 - Jun'24 : **Research Associate**, IFC (International Finance Corporation). *Project: Nearshoring Opportunities in Latin America.* Designed the **analytical and sectoral framework** to identify investment opportunities driven by **nearshoring** in Mexico, Central America, Colombia, and Peru. Produced **projections** of trade flows and analyzed potential demand in key sectors (manufacturing, automotive).

Feb'21 - May'23 : **Chief Economist**, National Commission of Minimum Wages (Conasami). Led the generation of **monthly forecasts** for macroeconomic variables (inflation, employment, wages) to guide the Council of Representatives' decision-making. Conducted **sectoral analyses** to evaluate the impact of labor costs on industrial activity and prices (**pass-through**), using **econometric models** with firm-level data. Coordinated the monitoring of the country's **financial programming** and assessed risks in the labor market and real economy.

Feb'21 - Feb'23 : **Consultant / Data Scientist**, World Bank Group. *Project: Firm-level Adoption of Technology (FAT).* Managed quality control and data processing for the flagship report *Bridging the Technological Divide*. Used **Stata** and **Python** to analyze technology gaps at the firm level, contributing empirical evidence for NBER working papers.

Aug'19 - Nov'20 : **Coordinator of Economic Advisors**, Secretariat of Economy (Mexico). Directed the design and evaluation of industrial policies and **Global Value Chains** (USMCA). Led the Economic Incidence Group to monitor **high-frequency data** during the Covid-19 crisis, generating daily economic activity reports and **sectoral recovery forecasts**.

Jan'16 - Mar'17 : **Research Assistant**, Western University (Canada). Collaborated on the identification of production functions and productivity estimation for academic research projects, applying advanced **structural econometrics** techniques.

Early Research Experience (IDB / WB / IFC)

Roles performed between 2005 and 2014 focused on empirical research and econometrics.

- **Research Assistant (IDB, 2013-2014):** Research on productivity and informality for the flagship report *Levy's "Good Intentions, Bad Outcomes"*, supervising establishment-level analysis.
- **Research Assistant (IDB, 2011-2012):** Analysis of financial access and its impact on aggregate productivity using census establishment-level data.
- **Research Assistant (IDB, 2008-2011):** Implementation of the Hsieh-Klenow model to measure resource misallocation in LAC industries.
- **Research Associate (WB/IFC, 2005-2008):** Empirical research on international trade, innovation, and productivity in firms across India and Latin America.

Education

2014-2018 : **Ph.D. Studies in Economics**, Western University, Canada. Specialization in **Empirical Industrial Organization**, International Trade, and Labor Markets.

2018 : **M.A. in Economics**, Western University, Canada.

2012-2013 : **Ph.D. Studies in Economics**, University of California, Davis, USA.

2002-2004 : **M.A. in Economics**, El Colegio de México (Colmex). Specialization in quantitative methods and econometrics.

1998-2002 : **B.A. in Economics**, UNAM, Mexico.

Publications and Works in Progress

2025 : Arias Vazquez, F.J; Choudhary, R; and Martínez Alanis, P.J. "**Welfare Analysis of a Zero VAT Rate versus Cash Transfers in Mexico**". Working Paper. This study compares the welfare implications of a zero VAT rate policy on basic goods versus a direct cash transfer program. Using data from the 2022 ENIGH, the model estimates a demand system to recover indirect utility functions, identifying optimal transfer amounts to maximize social welfare.

2024 : Martínez Alanis, P.J., Samuel Rosenow, and Carlos Zafra "**Nearshoring Opportunities in Latin America**", Mimeo. This note establishes the **analytical framework** used to identify **nearshoring** potential in Mexico and Latin America, based on revealed comparative advantages and sectoral analysis.

2021 : **The Effect of the "Youth Building the Future" (JCF) Program during the Pandemic**, Conasami. Impact evaluation demonstrating that program graduates were twice as likely to find a job (46.2% vs 23.6%) during the pandemic, using microdata analysis.

2020 : Martínez Alanis, P.J. "**Growth constraints in the Mexican manufacturing establishments**", Mimeo. Empirical analysis on why mature establishments in Mexico stop growing and their productivity stagnates, focusing on capital allocation frictions.

2012 : Martínez Alanis, P.J. "**Regional distortions in resource allocation and productivity**", Estudios Económicos. Paper decomposing the regional effects of resource misallocation on Total Factor Productivity (TFP), using census data.

Technical Skills & Languages

Quantitative Analysis & Data Science: Expert in **Python**, **R**, **SQL**, STATA, and Julia. Advanced handling of **Big Data** (Census, ENIGH, Administrative Records).

Economic Modeling: Time Series **Forecasting**, Structural Econometrics, Panel Data Analysis, and Microeconometrics.

Languages: Spanish (Native), English (Bilingual / Full Professional Proficiency), French (Intermediate - B2).