

# Simon Raymond

Email: simon.raymond@uwaterloo.ca

[Personal Website](#)

[Github](#)

## Education

- Saint Mary's University (SMU), Halifax, NS

Bachelor of Commerce, Honours Economics | Graduation: May 2025

Overall GPA: 4.21/4.30

Notable Coursework

- Mathematical Economics (ECON 3302, A+)
- Intermediate Economic Stats (ECON 3303, A-)
- Money and Banking (ECON 3307, A+)
- Machine Learning and Artificial Intelligence (ECON 3838/MBAN 5560, A+)
- Labour Economics (ECON 3341, A+)
- Advanced Microeconomics (ECON 4400, A+)
- Advanced Macroeconomics (ECON 4401, A+)
- Econometrics (ECON 4403, A+)
- Research Seminar (ECON 4498, A+)
- Honours Thesis (ECON 4499, A+)
- Special Topics in Microeconomics (ECON 4404, A+)

- University of Waterloo, Waterloo, ON

Masters of Economics (MRP) | Expected Graduation: Summer 2026

Notable Coursework

- Econometrics (ECON 621, NA)
- Microeconomic Theory (ECON 601, NA)
- Data Science (ECON 607, NA)

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## Professional Experience

- Data Analyst & Deployment Assistant | Nova Storm | 9 Months

Worked as an intern at Nova Storms, contributing to data analytics projects and software development. I was involved in developing agentic AI business applications that have practical implications. See [Nova Storms](#) for more information. I worked specifically on the following three projects;

- **Nova Scotia Neighborhood app** An application that helps residents explore detailed neighborhood demographics census data to help families and businesses make informed decisions on where to be located.
- **Nova Scotia Crime Dashboard app:** A previously-deployed public tool that provides Halifax residents with interactive crime data.
- **Nova Scotia Housing Wizard:** A dashboard that allows buyers, sellers, and agents to analyze historical housing trends with agentic AI capabilities.

- Data Engineering Analyst | Craft Alliance Atlantic Association | 2025

Conducted data engineering work for the Atlantic Canada Small Scale Manufacturers Sector Survey, converting raw survey data into clean, analysis-ready datasets. I also provided statistical analysis and advanced modeling support for our research team. To see more of my work look [here](#).

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## Working Papers and Current Research

- “Fourth Downs Decoded: A Predictive and Causal Analysis of Player Impact and Decision Making in the NFL”
  - **Target Submission Date** January 2026
  - **Co-authors:** Simon Raymond and Dr. Nick Manuel
  - **Methodology:** We Implement a non-parametric form of the Heckman Correction. Our framework allows us to empirically prove the exogeneity of our corrective instrument which allows us to make bias-free inference on factors that effect 4th down results. While many revisions have been made a version that was my honours thesis can be viewed [here](#).
  - **Target Journal:** The Journal of Sports Economics
  - **Applicaiton** View a older version of what our engineered data looks like (Link available only with permission).
- “Non-exporter to Exporter: Making the Shift”
  - **Authors:** Dr. Ron Kalafsky, Dr. Mark Raymond, Simon Raymond
  - **Motivation:** Using Craft Alliance and Halifax Partnership data this paper looks to find key factors that contribute to a small businesses’ success in exporting.
  - **My Role:** I was in charge of the cleaning and engineering of all our raw data. I also preformed the preliminary analysis. To view our first report see [here](#).
- **Research in Progress:**
  - “*Momentum in Billiards*” Investigating the effect of a player making consecutive shots on their probability of making the next shot in competitive 9-ball. We will also look at the effect of when a player has not taken a turn at the table for multiple racks.

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## Teaching Experience

- **Winter 2024:** Appointment to teach lab session:
  - *Machine Learning and Artificial Intelligence* (MBAN-5560-2 at SMU). In this lab I used R to teach students about how to understand machine learning algorithms and concepts. I taught students how to write algorithms with tools such as XGBoost or Random Forest. Students also learned how to truly understand what is happening inside these functions as we showed them how to write non-parametric models from scratch.
- **Winter 2025:** Appointment to teach lab session:
  - *Machine Learning and Artificial Intelligence* (MBAN-5560-2 at SMU). These labs were be taught similarly to the previous year. However, it was be taught with the Python programming language as well.
- **Fall 2025:** Appointment to teach lab session:
  - *Econometric Analysis 2* (ECON 323 at UofW). This lab is taught both on a whiteboard and in R. Sessions are weekly for approxamitly 80 students in which we apply methodologies that were discussed in class. See course outline [here](#).

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## Presentations & Speaking Engagements

- **Speaker** | “[Demystifying AI: Beyond the code](#)” | Saint Mary’s University  
Presented at this event hosted by Dr. Yigit Aydede at SMU, sharing insights on artificial intelligence applications and implications. Featured in SMU news for presenting to high school students participating in the Youth Business Analytics & AI Co-op Program.
- **Radio Guest** | CBC Mainstreet NS | May 1, 2025  
Spoke with CBC Radio about agentic AI at the Atlantic AI Summit. The interview aired on Mainstreet NS in the afternoon. [Link to program](#)
- **Invited Presentation** | 2025 Fall Symposium on Growing Exports in Nova Scotia | October 15, 2025  
Contributed to “Non Exporter to Exporter: Making the Shift” that was presented at the Arthur L. Irving Entrepreneurship Centre, SMU. View the overview of the symposium [here](#).

## **Grading Experience**

- **Past Appointment (Fall 2024):**
    - *Human Resource Economics* (ECON 3340) with Dr. Nick Manuel. This course had 40 students registered in it. My task was to grade assignments and provide feedback to students.
  - **Past Appointment (Winter 2025):**
    - *Machine Learning and Artificial Intelligence* (MBAN-5560-2) with Dr. Yigit Aydede. I marked the assignments and final projects of approximately 25 students.
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## **Research Assistant Experience**

- **RA for Dr. Yigit Aydede**
    - 2023-2025 Assisted in research projects that worked with census and geographical housing data. Responsibilities included data collection, cleaning, and preliminary analysis using both R and Python.
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## **Awards and Scholarships**

- **University of Waterloo Graduate Scholarship:** Awarded a scholarship valued at approximately \$10,000 per-semester for graduate studies beginning September 2025, including two Teaching Assistant positions and potential lab teaching opportunities.
  - **SMU's Renewable Entrance Scholarship:** Maintained an academic scholarship for four years at SMU. Valued at
  - **SMU's Renewable Entrance Scholarship Achievement:** Received an increase in scholarship amount in second year of university due to academic success.
  - **J.D. Shatford Memorial Trust Scholarship:** Received this merit-based scholarship during first two years of university until relocating closer to Halifax.
  - **Dean's List Recognition:** Placed on the Sobey's School of Business Dean's List from 2022-2023.
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## **Other Work Experience & Extra-curricular Activities**

- **Grocery Stocker:** | Bell's Independent Grocer | 2016-2023 This employment was from when I was age 13 through high school and university. I worked part-time (under 20 hours/week) up until I turned 15. Afterwards I worked (30-40 hours/week).
  - **Cashier's Assistant:** | Costco | 2023-2024 This job includes helping customers bag their groceries and working as a cashier when needed. I worked 30-40 hours/week during academic breaks (e.g. reading weeks, Christmas, summer).
  - **CCO:** Catholic Christian Outreach (CCO) is a student led club on campuses across Canada. At SMU I have taken five faith studies with CCO. In my second year of studies I was a part of the student-lead executive while leading a faith study.
  - **4-H:** 4-H is a youth development organization that empowers young people through hands-on learning experiences in agriculture, science, leadership, and life skills. I have taken the beef, sheep, poultry, exploring 4-H, and great outdoors projects.
  - **HCC Household program:** Holy Cross Chaplaincy (HCC) is a faith based organization that has physical chaplaincies on university campuses across Canada. I am a participant of this program as I live in the "St. Jerome House". This program helps young adults be in a living situation that promotes growth in our community.
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## **References**

- **Dr. Yigit Aydede**  
*Chair, Department of Economics*  
*Sobey School of Business, Saint Mary's University*  
Contact: yigit/aydede@smu.ca
  - **Dr. Nick Manuel**  
*Assistant Professor, Department of Economics*  
*Sobey School of Business, Saint Mary's University*  
Contact: nicholas.manuel@smu.ca
  - **Dr. Anqi Li**  
*Assistant Professor, Department of Economics*  
*University of Waterloo*  
Contact: anqi.li@uwaterloo.ca
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## Links

These are provided in the case that a institution's software prevents clicking on a hyperlink in the document.

- **Personal Website:** (<https://simonraymond2003.github.io/SimonRaymond/>)
- **Github:** (<https://github.com/SimonRaymond2003/>)
- **Honours Research Paper:** (<https://library2.smu.ca/handle/01/32122>)
- **NFL 4th Down Analysis (2016-2023):** (Only available with specified permission)
- **Nova Storm:** (<https://novastorms.com/>)
- **Craft Alliance Atlantic - Sector Survey:** (<https://craftalliance.ca/craft-sector-survey-2025/>)
- **Non-Exporter to Exporter Report:**  
([https://craftalliance.ca/wp-content/uploads/2025/10/Report\\_NonExporterToExporter.pdf](https://craftalliance.ca/wp-content/uploads/2025/10/Report_NonExporterToExporter.pdf))
- **ECON 323 Course Outline:** (<https://outline.uwaterloo.ca/viewer/view/nz7un8>)
- **SMU News Article - AI Co-op Program:** (<https://news.smu.ca/news/2025/4/29/halifax-high-schoolers-gain-skills-in-ai-at-smu>)
- **CBC Mainstreet NS Program:** (<https://www.cbc.ca/listen/live-radio/1-37-mainstreet-ns>)
- **2025 Fall Symposium on Growing Exports:** (<https://www.forestns.ca/events/2025-fall-symposium-on-growing-exports-in-nova-scotia>)