Don Lim

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—————————————— WORK AND RESEARCH EXPERIENCE ——————————————

Green Brick Partners, Inc. Plano, TX
Sales and Marketing Analyst & Salesforce Admin *May 2023 — Present*
- ○ Assisting in implementing, testing, and training Salesforce development, UAT, and production environments (Salesforce CRM, Marketing Cloud, Sales Cloud)
- ○ Querying relational databases to validate and clean data for migration into Salesforce (SQL, Python)
- ○ Creating Salesforce reports, dashboards, flows, cadences, and Marketing Cloud email templates
- ○ Developing IBM TM1/Planning Analytics processes and business rules for financial reporting and forecasting (SQL, TurboIntegrator processes, TM1 rules, MDX)

DocuNav Solutions Frisco, TX
Support Engineer *June 2022 — May 2023*
- ○ Troubleshooted, built, and tested Laserfiche automated Workflow, Quick Fields, and Form processes
- ○ Maintained non-clustered SQL servers (stored procedures, task scheduler, SSL certs, TLS config)
- ○ Configured folder-, document-, and user-level security using admin consoles and active directory
- ○ Administered internal IT support

Free Market Institute, Texas Tech University Lubbock, TX
Economic Research Assistant *Aug 2020 — May 2022*
- ○ Investigated relevant literature for, revised, and edited book chapters and journal articles

American Institute for Economic Research Great Barrington, MA
EC Harwood Visiting Research Fellow *Dec 2018 — May 2019*

Free Market Institute, Texas Tech University Lubbock, TX
Visiting Research Scholar *Sep 2018 — Dec 2018*
- ○ Researched and presented master's thesis: economic analysis of open-source communities

Commonwealth Foundation King of Prussia, PA
Research Fellow *Jan 2017 — May 2017*
- ○ Created graphical visualizations of Pennsylvania's yearly expenditures and tax policies
- ○ Wrote and edited two weekly publications regarding Pennsylvania's budget and education policy
- ○ Responded to daily email inquiries regarding subsidies, right-to-work laws, and the state budget

Cato Institute Washington, DC
Intern Researcher at the Center for Educational Freedom *Sep 2016 — Dec 2016*
- ○ Compiled and examined TIMSS and PISA datasets related to national education policy
- ○ Summarized Capitol Hill proceedings regarding foreign affairs, trade, monetary, and education
- ○ Produced over 200 Twitter/X posts on @HumanProgress

———————————————————— EDUCATION ————————————————————

Texas Tech University Department of Agricultural and Applied Economics Lubbock, Texas
MS Agricultural and Applied Economics; 3.6 GPA *May 2022*
- ○ Relevant coursework: Causal Inference, Economic Optimization and Machine Learning, Applied Econometrics I & II, Advanced Production Economics, Mathematical Economics, Advanced Market Analysis, Applied Macroeconomics, Applied Microeconomics I & II
  - ○ **Tools used:** R (dplyr, tidyr, stringr, ggplot2), Stata, Matlab, Python, SAS, LaTeX
  - ○ **Statistical methods:** OLS, IV, TWFE, DiD, 2SDiD, RDD, matching (propensity score, kernel, entropy, Mahalanobis distance, nearest-neighbor), synthetic control, event study, factor and cluster analysis, logit/probit, segmentation

CEVRO Institute School of Political Studies Prague, Czech Republic
MA Political Science, Philosophy, and Economics (PPE) *Jun 2019*
- ○ Recipient of Full Tuition for Excellence Scholarship

University of Michigan College of Literature, Science, and the Arts Ann Arbor, MI
BA General Studies (Political Science, Philosophy, and History) *Apr 2016*

———————————————— CERTIFICATIONS AND EXAMS ————————————————

- ○ Database Design and Basic SQL in PostgreSQL (AD5HZ8JGMZ48) *Jan 2023*
- ○ Web Applications for Everybody (K85V99DMXY4U) - *Coursera* (4 courses) *Oct 2023*
  - ○ **Tools used:** MySQL, PHP, JavaScript, jQuery, JSON, XAMPP
- ○ Applied Data Science with Python (9E4EZST8HHFE) - *Coursera* (5 courses) *Aug 2023*
  - ○ **Tools used:** Python (regex, numpy, pandas, scikit-learn, matplotlib, seaborn, nltk, networkx)
  - ○ **ML models:** Gradient descent, random forest, decision tree, SVC, linear and logistic regression, lasso, KNN, naïve Bayes, clustering
- ○ Django for Everybody (SVTRKEJV62T6) - *Coursera* (4 courses) *Jul 2023*
  - ○ **Tools used:** Django, SQLite3, HTML5, CSS, JavaScript, Bash
- ○ Passed SOA Exam P *May 2023*