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
- Developing IBM TM1/Planning Analytics processes and business rules for financial reporting and forecasting (ETL, TurboIntegrator processes, TM1 business rules, MDX)
- Assisting implementing, testing, and training in 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 email templates

DocuNav Solutions　　　　　　　　　　　　　　　　　　　　　Frisco, TX
Support Engineer　　　　　　　　　　　　　　　　　　　June 2022 — May 2023
- Troubleshooted, built, and tested Laserfiche automation 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, KNN), 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