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 Salesforce development, UAT, and production environments (Salesforce CRM, Marketing Cloud, Sales Cloud)
- Querying relational databases to validate and clean for migration into Salesforce (SQL, Python)
- Creating Salesforce reports, dashboards, flows, cadences, and Marketing Cloud email templates

DocuNav Solutions — Frisco, TX
Support Engineer — *June 2022 — May 2023*
- Troubleshooted and built Laserfiche automated Workflow, Quick Fields, and Form processes
- Maintained non-clustered SQL relational databases
- Administered folder-, document-, and user-level security using admin consoles and active directory
- Served as internal IT support

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

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

Free Market Institute, Texas Tech University — Lubbock, TX
Visiting Research Scholar — *Sep 2018 — Dec 2018*
- Researched 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 publications per week related to the Pennsylvania's budget and education policy
- Responded to daily email inquiries related to subsidies, right-to-work laws, and the state budget

Cato Institute — Washington, D.C.
Intern Researcher at the Center for Educational Freedom — *Sep 2016 — Dec 2016*
- Collected and analyzed TIMSS and PISA datasets related to national education policy
- Wrote Capitol Hill report summaries 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
M.S. Agricultural and Applied Economics; 3.6 GPA — *May 2022*
- Relevant coursework: Causal Inference, Economic Optimization and Machine Learning, Applied Econometrics I, Applied Econometrics 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

CEVRO Institute School of Political Studies — Prague, Czech Republic
M.A. 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
B.A. General Studies (Political Science, Philosophy, and History) — *Apr 2016*

CERTIFICATIONS AND EXAMS

- Applied Data Science with Python (9E4EZST8HHFE) — *Aug 2023*
  - ▷ Tools used: Python (regex, numpy, pandas, scikit-learn, matplotlib, seaborn, nltk, networkx)
- Django for Everybody (SVTRKEJV62T6) - Specialization (4 courses) — *Jul 2023*
  - ▷ Tools used: Django, SQLite, HTML5, CSS, JavaScript, Bash
- Passed SOA Exam P — *May 2023*
- Introduction to SQL (GA25HJ4B4XRD) — *Dec 2021*

SKILLS

Statistical: OLS, IV, TWFE, DiD, 2SDiD, RDD, matching (propensity score, Mahalanobis distance, kernel, entropy, nearest-neighbor), synthetic control, event study, factor and cluster analysis, logit/probit
ML models: Gradient descent, random forest, decision tree, SVC, linear, lasso, KNN, naïve Bayes, clustering