

# 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

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## 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 (R, Stata), Economic Optimization and Machine Learning (Matlab, Python), Applied Econometrics I (Python, Matlab, R), Applied Econometrics II (SAS), Advanced Production Economics, Mathematical Economics, Advanced Market Analysis, Applied Macroeconomics, Applied Microeconomics I & II

### 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

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## CERTIFICATIONS AND EXAMS

- Applied Data Science with Python ([9E4EZST8HHFE](#)) - Specialization (5 courses) Aug 2023
- Django for Everybody ([SVTRKEJV62T6](#)) - Specialization (4 courses) Jul 2023
- Passed SOA Exam P May 2023
- Introduction to SQL ([GA25HJ4B4XRD](#)) Dec 2021

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## SKILLS

Technical: Python (regex, numpy, pandas, scikit-learn, matplotlib, seaborn, nltk, networkx), R (dplyr, tidyr, stringr, ggplot2), HTML5, CSS,  $\text{\LaTeX}$ , SQL

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