

Don Lim

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WORK AND RESEARCH EXPERIENCE

Green Brick Partners, Inc.

Plano, TX

Sales and Marketing Analyst

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 automated workflows and forms processes
- Maintained non-clustered SQL databases
- Administered folder-, document-, and user-level security
- 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 reports from Capitol Hill briefings on foreign affairs, trade, monetary, and education
- Produced over 200 social media posts on HumanProgress.org

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

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

SKILLS

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