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 planning and analysis (ETL, TurboIntegrator processes, TM1 business rules, MDX, Cognos Command Center)
- Implementing, testing, and training Salesforce development, UAT, and production environments for 200 users (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 for management and end users

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*

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

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Texas Tech University, Department of Agricultural and Applied Economics   Lubbock, Texas
Master of Science in Agricultural and Applied Economics   *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
  - 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
Master of Arts in Political Science, Philosophy, and Economics (PPE)   *Jun 2019*
- **Scholarship:** Full Tuition for Excellence

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

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- PostgreSQL for Everybody Specialization (LDV5VWF4QFUE)   Coursera, *May 2024*
  - PostgreSQL, DBeaver, NoSQL, Elasticsearch
- Web Applications for Everybody Specialization (K85V99DMXY4U)   Coursera, *Oct 2023*
  - MySQL, PHP, JavaScript, jQuery, JSON, XAMPP
- Applied Data Science with Python Specialization (9E4EZST8HHFE)   Coursera, *Aug 2023*
  - Python (regex, numpy, pandas, scikit-learn, matplotlib, seaborn, nltk, networkx)
  - Gradient descent, random forest, decision tree, SVC, linear and logistic regression, lasso, KNN, naïve Bayes, clustering
- Django for Everybody Specialization (SVTRKEJV62T6)   Coursera, *Jul 2023*
  - Django, SQLite3, HTML5, CSS, JavaScript, Bash
- Passed Probability exam   Society of Actuaries, *May 2023*