# Lalit Sethia

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Ph.D. economist with over eight years of experience in advanced data analytics to extract robust insights and enhance data-driven decision making. Expertise in statistical and causal analysis, and machine learning methods. Effective written and oral communicator. Proficiency with Python, Stata, MATLAB, and SQL.

## Professional Experience

**Doctoral candidate**, Department of Economics, Boston University (Aug/2016-present)

- Spearheaded projects in international economics, distilling complex research to formulate and test hypotheses through advanced empirical design and analysis. Organized findings into compelling narratives and presented at workshops.
- Obtained private data from the World Tourism Organization and implemented an instrumental variable strategy in a quasi-experimental setting to show that high travel costs decrease international trade. Developed and validated a quantitative model of international trade featuring business travel and showed that easier access to visas could increase trade between EU and China by 1.3%, and output in EU by 0.43%.
- Gathered unique data on Indian factories to track IT capital and investment. Performed a within-industry analysis to show that large companies invested disproportionately more in IT than smaller companies. Implemented a spatial difference-in-difference strategy to show that geographical barriers did not affect technology diffusion.
- Constructed a metric to quantify demand risk at the industry level and implemented a high-dimensional regression model to discover a robust increase in demand risk with the upstreamness of an industry in the global value chain.
- Worked closely with other researchers to create a novel dataset tracking international expansions by scraping SEC's website. Showed that serial M&A activity could significantly increase (>50%) market power of US firms.
- Performed an intent to treat analysis to show that guaranteed employment to adults in a low-income household leads children in the household to substitute the adults in the household enterprise, thereby increasing child labor.

**Teaching fellow**, Center for Data Science/Department of Economics, Boston University (2018, Jan/2021-present)

- Designed and delivered lectures for 3+ years to over 500 students, communicating with confidence and clarity.
- Emphasized programming with Python. Created data pipelines for sequential application of transformers to preprocess the data, and taught classification models including logistic regression, SVMs, neural networks, and decision trees.
- Introduced google analytics including tagging and data collection and practiced with the revenue prediction on Kaggle.
- Covered topics in probability and statistics, econometric methods, and experimentation and causal inference.

**Consultant**, World Bank, Washington D.C. (Summer 2019)

- Proposed a new measurement of poverty using realistic household demand to account for non-food consumption. Highlighted the relevance of price index with simulations in MATLAB.

**Investment Banking analyst/associate**, UBS-Verity Knowledge Solutions, India (Jul/2011-Feb/2014)

- Communicated with clients, delivered on tight timelines, coordinated with team members, and mentored juniors.
- Automated the team's comps database weekly update and reduced analyst burden from an entire day to under 3 hours.
- Developed deep knowledge of companies, their pipelines, and regulations across the healthcare sector. Developed valuation models including DCFs. Created detailed reports with original insights for M&A advisory.

## Education

**Ph.D. (Economics)**, Boston University**,** Aug/2016-Sep/2024 (Expected)

- Specialization: International-, Macro-economics; Graduate student fellowship (2016-2022)

**M.Sc. (Quantitative Economics)**, Indian Statistical Institute (New Delhi**,** India), Jul/2014-May/2016

- First class with distinction (76%); Merit scholarship (2015, top 5 position in the cohort).

**B.Tech. (Biotechnology)**, National Institute of Technology (Warangal**,** India)**,** Jul/2007-May/2011

- First class with distinction (8.46/10); Indian Academy of Science—Summer Fellowship (2010)