Clémence Lenoir

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Current Position

January - June 2017	**Visiting Assistant in Research**, *Yale*, New Haven, Advisor : Samuel Kortum. Attended courses : Trade (Prof. Kortum), Tarde Policy (Prof Maggi), Labor (Prof. Lindenlaub).
From September 2015	**PhD Candidate**, *CREST*, Malakoff, Advisors : Francis Kramarz and Isabelle Méjean. PhD on International Economics and trade, funded by French National Institute of Statistics and Economics Studies (INSEE).

Education

2013–2015	**ENSAE Paristech**, Engineering "grande école" specialized in Statistics and Economics, Graduate program, Major in Data Science.
2014–2015	**Paris School of Economics**, APE Graduate program, with highest honors.
2010–2015	**Ecole Normale Supérieure de Cachan**, Department of Economics and Management, Fully funded scolarship.

Teaching Experiences

2017	**Introduction to Economics**, *ENSAE*, Paris, Lecturer. Final year undergraduate course
2017	**Macroeconomics**, *ENSAE*, Paris, T.A for Prof. Olivier Loisel. Graduate course
2016	**Advanced Statistics**, *ENSAE*, Paris, T.A for Prof. Alexandre Tsybakov. Graduate course
2015	**Measure Theory**, *ENSAE*, Paris, T.A for Prof. Arnak Dalalyan. Final year undergraduate course

Professional Experiences

2016 3 months	**Statistician**, *French Custom*, Vincennes. Descriptive note about the French Customs data. Work on a methodology of estimation of French intra-EU imports for small importers.
2014 4 months	**Research Assistant**, *GREQAM*, Marseille, Supervisor : Bruno Ventelou. Randomized Control Trial on antibiotics delivery. Impact survey of universal health insurance in Rwanda.
2013 4 months	**Intern Economist**, *Court of Auditors*, (Cour des comptes), Paris. Study of the macroeconomic impact of wage bonuses of overseas civil servants.
2012 6 months	**Project Manager**, *ALDEFI*, Burkina Faso and Togo, Association and backer of microfinance institutions. Burkina-Faso : Qualitative impact study of microfinance. Togo : Financial and organizational audit, analysis of the credit portfolio, development of new products, and negotiation of credit lines.

2011	**Analyst**, *Oliver Wyman*, Paris, Among the leading groups in management consulting.
8 months	Airbus : Organizational audits of the supply chain for the A350.
	Fret SNCF : statistical study of prices.

Research

Work in Progress

- **Seller-Buyer Matching in International Good Markets**, joint with Isabelle Méjean and Julien Martin
  Abstract: We develop a model of matching frictions in international good markets and study its implications for individual and aggregate trade flows. The model is an extension of the Eaton and Kortum (2002) framework to matching frictions. In each market, a finite number of buyers meet with a random number of sellers located domestically or abroad. Conditional on their random choice set, buyers choose the lowest cost supplier they have met. At the aggregate level, matching frictions have a monotonic and negative impact on bilateral trade flows, and thus do not differ from other sources of trade frictions. However, matching frictions affect individual exporters in an ambiguous way. Namely, small exporters do not benefit from less matching frictions since the randomness is what allows them to serve buyers that they would not be able to reach in a frictionless market, due to a lack of price competitiveness. Instead, highly productive firms always benefit from meeting with a larger share of each market. We use firm-to-firm trade data in the European Union to estimate the magnitude of such matching frictions. We discuss how this model helps understand the strong heterogeneity in the geography of firms' exports.

Master thesis

2015	**Firms' heterogeneity, frictions and trade**, *Second Year Master's Thesis*, Supervisors: Isabelle Méjean and Francis Kramarz.
2014	**Performance evaluation of French high schools**, *ENSAE Statistical Master's thesis*, Supervisor : Ministery of National Education.
2013	**Empirical study of the link between innovation and exports**, *First year Master's Thesis*, Supervisor: Farid Toubal.

Conferences and seminars

2017	**Yale trade lunch**.
2016	**CREST Macro workshop, RIEF, ETSG, GSIE seminar**.

Skills

Computer Tools

- Data Analysis : StatA, SAS, R, Matlab
- Language : Basics of VBA, SQL and Python

Language

- French, English, Spanish (written and read)