PHIL SALAZAR

+1 (707) 853-3757 ♦ philsalazar@alumni.stanford.edu ♦ phil-salazar.github.io

EDUCATION

Harvard University

Master of Public Administration, International Development — Aug 2022 – May 2024

- *Relevant Coursework:* Financial Services (HBSMBA 1509), Corporate Finance (MIT 15.402), Statistics, Econometrics, Deep Learning (MIT 15.773), MLOps, Adv. Microeconomic Analysis, Macroeconomics
- *Thesis:* Overcoming Financing Constraints for Small Businesses in Mexico (Prof. Carmen Reinhart)
- *Course Assistant:* Adv. Microeconomic Analysis I & II. (Prof. Luis Armona, Prof. Jie Bai)
- *Research Assistant:* Randomized control trial on economic impact of trade fairs in Chile (Prof. Jie Bai)

  Projects: Prescribe.ai – Developed app to support accurate medication prescriptions for under-resourced medical professionals in Latin America. Built and deployed scripts to create Docker containers, deployed to Google Cloud Run, developed LLM using Hugging Face and Weights & Biases, and built frontend in React.

Stanford University

Bachelor of Science, Engineering (Product Design) — Aug 2012 – Jun 2016

EXPERIENCE

Consultant, Grupago — Sep 2024 – Present
- Set up ML pipeline and models for credit scorecard and default risk for informal entrepreneurs in Mexico.
- Advise and implement deep learning techniques to extract predictive features from unstructured data including images and phone calls.

Credit Risk Analyst Intern (Spanish), Bankaya — May 2023 – Aug 2023

Financial inclusion BNPL startup financing durable goods at major retail chain. Internship in Spanish.

- **Tech Stack**: S3, Snowflake, Airflow, Python, dbt
- Developed and implemented new credit risk strategy offering variable down payments based on risk default probability for returning customers, leading to more than 300 bps improvement to credit margin.
- Managed relationships with alternative data vendors, incorporating new third-party data into credit risk model.

Data Engineer, Indigov — Jan 2022 – Aug 2022

Government technology firm that improves communication between elected officials and constituents.

- **Tech Stack**: Owned shell scripting, Python for API integration with external data vendor and ETL, Prefect for orchestration, Terraform for infrastructure as code (IaC).

Data Engineer, GoodLeap — Nov 2019 – Nov 2021

Financial technology firm that finances household solar projects.

- **Tech Stack**: AWS Kinesis, Delta Lake, Airflow, Python, Spark on Databricks, SQL, React
- Led Agile business intelligence team to build proprietary dashboarding platform. Built data pipelines in Python, Spark SQL, and custom data visualizations in React.
- Performed financial analyses in SQL and developed predictive model for loan defaults during COVID by borrower profession. Predicted over $25M in potential portfolio exposure for immediate refinancing.
- Founding member of corporate Diversity & Inclusion Advisory Board; proposed and implemented corporate programming that included hundreds of employees.

Retail Vendor Manager, Amazon — Jun 2017 – Sep 2018
- Analyzed retail data with SQL to grow $20M strategic vendor portfolio by 23% year over year. Promoted to manage largest consumer electronics category in Amazon Canada.

TECHNICAL SKILLS │ AWS, Databricks, Docker, Keras, Python, R, React, SQL, Spark, Tensorflow, dbt, git, unix