PHIL SALAZAR

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EDUCATION

HARVARD UNIVERSITY
MASTER OF PUBLIC ADMINISTRATION, INTERNATIONAL DEVELOPMENT   Class of 2024

- *Relevant Coursework:* Financial Services (HBSMBA 1509), Corporate Finance (MIT 15.402), Statistics, Econometrics, Deep Learning (MIT 15.773), Machine Learning Operations, Microeconomics, Macroeconomics
- *Thesis:* Overcoming Financing Constraints for Small Businesses in Mexico (Advisor: Prof. Carmen Reinhart)
- *Course Assistant:* Adv. Microeconomic Analysis. (Prof. Jie Bai)
- *Research Assistant:* Randomized control trial on economic impact of trade fairs in Chile (Prof. Jie Bai)
- *Technical Projects:* Built *prescribe.ai* app for under-resourced doctors that recommends prescriptions based on user-inputted symptoms using LLM algorithm, Docker, React, GCP. Built predictive model that recommends municipalities for Brazil's Ministry of Health to invest in health infrastructure ahead of predicted disease burden.

STANFORD UNIVERSITY
BACHELOR OF SCIENCE, ENGINEERING (PRODUCT DESIGN)   Class of 2016

EXPERIENCE

CREDIT RISK ANALYST INTERN, Bankaya   May 2023 – Aug 2023
Financial inclusion BNPL startup financing durable goods at major retail chain. Internship in Spanish.

- Developed and implemented credit risk strategy offering variable down payments based on risk default probability scorecard, leading to more than 300 bps improvement to credit margin for returning customers.
- Introduced new risk management best practices and controls into returning customer underwriting process.
- Managed relationships with alternative data vendors, incorporating 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.

- Built backend Python data pipelines, orchestrated Prefect workflow automation & Terraform data infrastructure for proprietary constituent management platform.
- Managed relationships with government clients during platform onboarding and offboarding.

DATA ENGINEER, GoodLeap   Nov 2019 – Nov 2021
Financial technology firm that finances household solar projects.

- Led Agile business intelligence team to build proprietary reporting platform. Built ETL pipelines in Python & Scala, automated analysis in SQL, and managed visualization feature store in React.
- Managed reporting platform migration from batch refresh to real-time, dynamic refresh of key financial metrics.
- Developed predictive model for loan defaults during COVID by borrower profession. Identified 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.

DATA ANALYST, Premise Data Corporation   Aug 2019 – Nov 2019
Technology firm that pays users to complete tasks and surveys in developing world.

- Developed, deployed, and analyzed A/B price experimentation to determine user price sensitivity and demand elasticity to optimize survey pricing given fixed budget.

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.

VOLUNTEERING	Software Development Manager, Humanity Forward
TECHNICAL SKILLS	Python, R, SQL, React, unix, git, AWS, GCP, Docker, dbt, Tensorflow, Keras, Databricks