PJ PAUL

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Lusaka, Zambia

EXPERIENCE

IDinsight

Nairobi, Kenya

Senior Associate Financial modelling and analysis for an agricultural credit program *July 2018- January 2019*
• Analyzed P&L statements and individual producer data to develop profitability models for a credit product offered by the client.
• Developed statistical models to identify the most profitable segments of producers, and combination of ancillary services leading to potential profitability increase of ~150%.

Nairobi, Kenya

Senior Associate Evidence driven advisory for a youth unemployment intervention *July 2018- January 2019*
• Primary lead overseeing direct reports on an independent workstream to generate evidence on a major youth unemployment intervention.
• Independently designed and implemented a survey of over 200 employees and 50 supervisors in the retail sector in Nairobi city.
• Planned, executed, analyzed, and communicated findings from an evaluation assessing the impact of a vocational training program.
• Established strong relationships with employer partners to ensure smooth operation of the survey without disrupting regular business.

New Delhi, India

Associate Strategy and Monitoring System design for an aquaculture training program *January 2018- June 2018*
• Independently performed scoping and analysis of the program and implementation model for the aquaculture asset creation program of a large Indian philanthropy.
• Conducted field visits and stakeholder interviews with beneficiaries and implementation staff in Jharkhand and Andhra Pradesh. Identified key features and bottlenecks of the implementation model. Derived insights to inform an overhaul of the client's management information systems, and implementation model.

Camarines Norte, Philippines

Associate Evidence driven advisory for the Department of Education, Government of Philippines *June 2017- December 2017*
• Primary lead overseeing a team of 40 enumerators to generate evidence on a major sanitation and health intervention.
• Worked closely with Department of Education officials in the Camarines Norte province to ensure the smooth conduct of an intrusive field survey in over 200 primary schools. Negative results from the evaluation informed decision not to scale-up and to rethink the program.

Vijayawada, India

Associate Evidence driven advisory for the Government of Andhra Pradesh *June 2016- June 2017*
• Primary lead on an independent workstream to generate evidence on a large-scale nutrition and agriculture extension and collectivization program launched by the anti-poverty Department of the Government of Andhra Pradesh.
• Liaised closely with implementation partners to execute and analyze findings from a large-scale baseline survey. Analysis results provided advise on functioning of the program, and highlighted gaps in strategy and implementation.
• Recruited and managed a team of 100 enumerators to cover the sample of over 40,000 households from 200 villages-- the largest survey conducted till date at IDinsight-- across all districts of the 8th largest state of India.

Indus Action

New Delhi, India

Strategy Intern *May 2015- July 2015*
• Developed an information dissemination and support strategy to enable the scale-up of a school enrolment program from 10,000 to 100,000 target households. Strategy used a predictive model leveraging information on family response, awareness levels, and demographic patterns to improve the resource allocation and targeting of future campaigns.
• Drafted a case-study on the campaign which was selected for presentation at IIM-Calcutta's Conference on Public Policy and Management, 2016.

AWARDS

Goutam Krishna Research Grant: Evaluation of state institutional efficiencies *May, 2015 – November, 2015*
Research proposal to study differences in efficiency level of public service provision in India was funded by the Department of Economics, St Stephen's College with a grant amount of $250. Conceptualized the empirical strategy which involves mailing letters to fictitious addresses all over India and using the proportion of correctly returned letters as a proxy for state efficiency of service provision, and lead a 4 member team in primary data collection from all the states of India.

World Bank regional economics conference for students: Selected from over 12,000 undergraduate applicants as part of the Indian delegation to the 2016 conference in Sri Lanka. Presented paper on regional trade and infrastructure investments.

EDUCATION

St Stephen's College, University of Delhi, India, B.A. *Economics (Honors)* **Cumulative GPA:** 4.0 (84%) August *2013 – May 2016*
Publications: "Grading State Government Efficiency Using Returned Mail", with Anshuman et al *Vilakshan: XIMB Journal of Management*
GRE: 170/170 Verbal; 170/170 Quant; 5/6 Writing

SKILLS

Software Python • Julia • R • Stata • SQL • QGIS • C++ • ODK/ SurveyCTO • Personal Github repo