



Rotman School of Management
UNIVERSITY OF TORONTO

Economic Analysis and Policy Area

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Toronto, November 15, 2021

Sample Industry Focused
105 St George Street

Dear Hiring Manager,

I am writing to express my interest in the position of Economist. I am an applied microeconomist specializing in Urban and Real Estate Economics, Entrepreneurship, and Industrial Organization. In the summer of 2022, I expect to complete my Ph.D. in Management with a concentration in Economic Analysis and Policy from the Rotman School of Management, University of Toronto.

In my job market paper, *Startup Location, Local Spillovers and Neighborhood Sorting*, I use data on the universe of firms in large Canadian cities to study how critical the spatial concentration of economic activity is for startups' success. The primary identification challenge in this setting is location sorting. I combine structural methods and machine learning algorithms with detailed firm, entrepreneur, and spatial data to account for sorting in two steps: across blocks within and between neighborhoods. I find strong causal evidence that exposure to more productive (proxied by revenue or employment) incumbent firms in the same industry has economically significant effects on startup end-of-year revenue, employment, and survival rates. However, these effects are hyper-local, mostly fading away after 75 meters, and are heterogeneous across industries. These results have direct implications for the understanding of the success of firms at early stages providing value not only to entrepreneurs but also to policymakers and investors.

Throughout graduate school, I have learned and practiced the analytical and technical skills needed to address complex business problems rigorously. I have complemented these skills with extensive experience as a teaching assistant for a broad range of classes at both the undergraduate and MBA levels. While I enjoyed my experience in graduate school and meet the requirements to succeed in academia, I prefer collaborative, dynamic, and fast-paced environments, which is why I have a strong preference for industry positions.

To support my application, I have enclosed curriculum vitae, job market paper, a statement of research, and a statement of teaching philosophy with a summary of teaching evaluations. I will gladly provide more details about my background and experience upon request. I am available for interviews on demand or at the 2020 ASSA/AEA meetings in San Diego. Thank you in advance for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Rolando Campusano", with a stylized flourish at the end.

Rolando Campusano