

# Renan Chaves Yoshida

renancyoshida@gmail.com  
650-785-8624

<https://www.linkedin.com/in/renancy>

## PROFESSIONAL EXPERIENCE

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### Applied Scientist Intern (Amazon - Seattle, WA)

Summer 2024

- Led a project to generate and optimize LLM responses for a business case.
- Applied advanced prompt engineering techniques, achieving a 10% reduction in KL divergence and insights into customer behavior.
- Successfully deployed a LLM-powered application to production, cutting response time from weeks to one day and enabling company-wide adoption at near-zero cost.

### Causal Inference Intern (Wayfair - Boston, MA)

Summer 2023

- Implemented a new randomization inference approach to experimental lift estimates.
- Developed scalable code enabling easier accessibility to the new approach.
- Showed new approach reduced p-values by 30% compared to the previous methodology.
- Improved inference led to more accurate assessment of the effect of pricing strategies on KPIs.

### Graduate Teaching Assistant (Stanford University - Stanford, CA)

Fall 2021-

- Led sections for Econ 1, receiving 95% positive feedback for clarity and effectiveness.
- Reviews mentioned ability to explain new concepts and attention to detail.

## PROJECTS

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### Media and Land Conflict

- Assembled novel dataset of TV signal strength, land occupiers and beneficiaries of redistribution.
- Estimated a migration model to predict occupiers' origin, using feature engineering and a XGBoost model.
- Combining IV with difference-in-differences, showed that media increased by 1.6 percentage points the share of landless population engaged in land occupations.

### Property Rights and Deforestation in the Amazon

- Assembled a large dataset from satellite imagery.
- Combining double-robust methods with a staggered difference-in-differences approach, showed that granting property rights reduced deforestation in the Amazon by 7 percentage points.

### Heterogeneous Causal Effects of Poverty on Attention

- Subsampled experiment data to assess robustness of causal ML methods to settings with selection.
- Implemented meta-learners and causal forests using R.
- Showed that S- and T-learners were able to accurately sort the sample in terms of true ATE quartiles, while X-learner and causal forest were not.

### Speed Limits and Road Accidents

- Led a team of four in an econometrics competition in Brazil.
- Applying synthetic control techniques, showed that a reduction in speed limits had only a modest decrease in accidents and was not cost-effective, earning 1<sup>st</sup> place at the competition.

### Direct Sales and Bargaining (*forthcoming* at RAND Journal of Economics)

- Using a discrete choice model, estimated a 1.88 demand elasticity for ads.
- Showed manufacturers have 90% higher bargaining power than retailers.
- Through simulations, showed direct sales increase efficiency and improve customer welfare by 81%.

## EDUCATION

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### Stanford University (*PhD Candidate in Economics*)

2019-Winter 2025

- Relevant courses: Causal Machine Learning, Quantitative Methods, Econometrics

## SKILLS

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**Programming Languages:** Python, SQL, R

**Econometrics and Causal Inference:** IV, RDD, DiD, Synthetic Control, A/B tests, Time Series

**Machine Learning:** Random Forests, Gradient Boosting, Neural Networks, Forecasting, Causal ML

**LLMs:** Prompt Engineering, Fine-Tuning, Deployment

**Production Tools:** Docker, AWS, S3, EC2

**Languages:** Portuguese (native), English (Fluent), Spanish (Advanced)

***EDUCATION (continued)***

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Fundação Getúlio Vargas (*M.A. in Economics*)

2017-2019

University of São Paulo (*B.A. in Economics*)

2012-2016