

Sankalp MATHUR

Graduate Assistant
Department of Economics
University of Florida

DATE OF BIRTH: 11 February 1993
PHONE: +1-352-284-9822
EMAIL: sankalpmathur@ufl.edu

EDUCATION

CURRENTLY Pursuing Ph.D (expected 2023) in ECONOMICS, **University of Florida**
Specialization: International Trade and Macroeconomics

MAY 2021 Master of Arts in ECONOMICS, **University of Florida**, Gainesville, FL, United States
CGPA: 3.85/4

JULY 2017 Master of Science in ECONOMICS, **TERI School of Advanced Studies**, New Delhi, India
Specialization: Resource and Environmental Economics
Thesis: "Instrument Choice for Emission Control"
CGPA: 9.1/10 (Second Position in Class)

JULY 2014 Bachelor of Arts (Hons) in ECONOMICS
University of Delhi, New Delhi, India
PERCENTAGE: 73.8/100 (First Division - Top 5% of the Class)

ACADEMIC EXPERIENCE

<i>August 2018 - Current</i>	<p>Graduate Assistant at UNIVERSITY OF FLORIDA Gainesville, FL <i>Department of Economics</i></p> <ul style="list-style-type: none">• Research Assistant<ul style="list-style-type: none">- Dr. Gunnar Heins: Summer 2021, Spring 2021, Fall 2020, Spring 2020, Fall 2019- Dr. Eugenio Rojas: Fall 2019• Teaching Assistant<ul style="list-style-type: none">- Spring 2021: International Trade (3704)- Fall 2020: Practical Computing in Economics (7938)- Spring 2020: Open Economy Macroeconomics (5715)- Fall 2019: International Macroeconomics (6936)- Summer/Spring 2019: Intermediate Microeconomics (3101) and Managerial Economics (3038)- Fall 2018: Intermediate Microeconomics (3101) and Environmental Economics (3302)
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WORK EXPERIENCE

<i>Jul 2017- June 2018</i>	<p>Research Associate at Reserve Bank of India, Mumbai, India <i>Strategic Research Unit (Central Office)</i></p> <ul style="list-style-type: none">• Contribution to research papers and policy notes to understand the current external sector vulnerabilities of India• Contribution of analytical inputs to the Monetary Policy Committee by investigating trends in India's international trade data for bi-monthly Monetary Policy Statement• Associated with projects related to understanding the gold import demand in India using macroeconomic data and Consumer Pyramid Data• Written R Algorithms to understand the sticky price inflation dynamics by plotting price differentials in different vertical markets for major agricultural crops in India• Other responsibilities include but not limited to: acquiring raw datasets and processing them for analysis in R and STATA; cleaning and analysing multi-million observation datasets (Prowess, CEIC, Bloomberg, Consumer Pyramid, NSO, AIDIS, etc.); data description and visualizations in R; estimation of econometric models
<i>Jul-Nov 2014</i>	<p>Analyst at AXIS RISK CONSULTING, Gurgaon, India <i>Centralized Claims Management, Internal Audit (PepsiCo.)</i></p> <ul style="list-style-type: none">• Managed the internal audit and centralized claims of distributor locations of Pepsi's FritoLay Division in North India.

RESEARCH PAPERS

Working Papers

Variable Markups and Profit Shifting: Welfare Effects of Protectionist Tariff Policy

The paper builds a structural trade multi-sector, multi-country model that embeds variable markups to understand the role of profit shifting in estimating welfare consequences of trade conflicts between countries. I apply this model to the ensuing trade conflict between India and China to quantitatively estimate the aggregate impact of a counterfactual protectionist trade policy.

Markups and Market Power in the Indian Manufacturing Sector

The paper documents trends in the markups of Indian firms using the advances made in the estimation using production approach. This approach estimates markups as the ratio between the variable input's elasticity and the input's expenditure share in sales revenue. The paper extensively uses firm and product level of millions of Indian firms available in CEIC Prowess database.

Work in Progress

Endogenous Markups, Profit Shifting and Gains and Losses from Trade with Gunnar Heins and Hamid Firooz

This paper develops a multi-sector, multi-country model of international trade with country-, sector-, and firm-specific variable markups. While it is well known that trade and trade barriers affect the global distribution of profits, relatively little is known about the extent to which markups change with trade and how this affects the extent of profit shifting. In this paper, we aim to fill this gap and develop a quantitative trade model in which the markup distributions for both imports and exports are allowed to vary across countries. Using a rich set of country- and industry-specific import demand elasticities for over 120,000 distinct sector-country pairs, we determine how the gains from trade depend on the extent of profit shifting in a setting both with variable and fixed markups. Our preliminary findings suggest that the gains from tariffs are smaller under variable markups. While domestic profits see sizable increases in both cases, export profits actually decline more in the fixed markup case, due to the tariff-imposing country keeping prices fixed, with greater declines in market shares and income abroad. Therefore, the benefits of rising market power at home are smaller for countries with a significant share in other markets.

Publications

Ghosh Saurabh, Tomar Shekhar and Mathur Sankalp. Feb 2017. Working Capital Constraints and Exports: Evidence from the GST Rollout *Mint Street Memos. Reserve Bank of India. Number 10.*

The implementation and refund delays under the new tax regime of Goods and Services Tax (GST) seem to have led to working capital constraints for firms, which in turn might have hurt their exports in October 2017. We provide evidence supporting this hypothesis using sectoral data on exports and find sectors that have high working capital requirements took the maximum hit during this period. However, various initiatives by the Government of India since then appear to have significantly alleviated exporters' concerns which got reflected in the exports growth pick up in November and December 2017. Link: <https://rbidocs.rbi.org.in/rdocs/MintStreetMemos/WORKINGGST05022018.pdf>

RESEARCH PROJECTS

Research Assignments *at Reserve Bank of India*

Bi-Monthly Economic Monitor of International Trade Data

Investigating trends in the International Trade data for the Monetary Policy Committee. Rounds: February 2018, December 2017, October 2017

Export Deterioration and Working Capital Constraints: Short Term Impact of GST on Exports

The analysis explored the evidence that the export firms with high working capital were more severely hit by the delays in the GST refund process than the firms with low working capital. The research also explored the evidence of increase in short-term borrowings in the quarter when GST was implemented, using Fixed Effects Panel Regression

Impact of productivity differences on price level of GDP using KLEMS Database (Ongoing)

Using the latest KLEMS (Capital, Labour, Energy, Material, Services) Database, the research explored if productivity differences of India with other countries impacts the price level of GDP and aims to infer the under-valuation or over-valuation of Indian Currency in the International Market

Investigating the Gold Import Demand in India

Gold is the second most imported commodity in India (in value), and hence plays a crucial role in driving the Current Account Deficit. The research explored the dependence of Gold Imports on Macro variables like Inflation, GDP, Gold Prices, Import Duties, etc using time series econometric modelling in R.

Masters Thesis

Instrument Choice for Emission Control: Efficiency of Emission Trading Markets

The thesis explored how economic policy intervention that uses tools of property rights, markets, and financial incentives can solve the problem of environmental externality in a more cost-efficient way than a command-and-control non-market policy. The paper also gives a preliminary proof that the degree of cost-efficiency of emission trading market increases with increase in the heterogeneity of firms and the concavity of the Marginal Abatement Curve.

LEADERSHIP POSITIONS

Aug 2012- Aug 2014

Chief of Operations at UNIVERSITY EXPRESS

Student led media house

Dec 2013

Outreach Head at WOODPECKER FILM FESTIVAL AND FORUM

July 2012 - July 2013

President at DEBATING SOCIETY

July 2013 - May 2014

Senior Executive Member at ECONOMICS SOCIETY

January 2013

Head, International Press at MODEL WTO CONFERENCE

Shaheed Bhagat Singh College

October 2012

Editor, International Press at MODEL UNITED NATIONS

IIT Kanpur

AWARDS

APRIL. 2013 *Special Achiever Award* for Excellence in Entrepreneurship for University Express

APRIL. 2014 *Academic Excellence Award* for securing 2nd position in BA (Hons.) Economics (2nd Year)

LANGUAGES AND COMPUTING SKILLS

LANGUAGES English (Fluent), Hindi (Fluent), French (Basic)
COMPUTER SKILLS: R, MATLAB, STATA, E-Views, Microsoft Office, Latex

PhD Coursework at UF ECONOMICS

Grades

COURSES	GRADE	CREDIT HRS
ECO7404: Game Theory for Economics	A	1
ECO7408: Mathematical Methods	A-	1
ECO7415: Statistical Methods	A-	3
ECO7938: Microeconomic Theory 1	A	2
ECO7938: Topics in Microeconomics	A-	1
ECO7938: Practical Computing in Economics	A-	1
ECO7113: Information Economics	B+	1
ECO7120: General Equilibrium and Welfare	A-	1
ECO7206: Macroeconomic Theory	A-	3
ECO7452: Best Empirical Practices	A-	1
ECO7938: Econometric Methods	A	2
ECO7938: Imperfect Competition	A	1
ECO7426: Econometric 1	A	3
ECO7706: Theory of International Trade	A	3
ECO7938: Applied Macroeconomic Theory 1	A	3
ECO7427: Econometric 1	A	3
ECO7707: Empirical International Trade	A-	3
ECO7938: Applied Macroeconomic Theory 2	A	3

CGPA	3.85/4
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Master of Science in ECONOMICS

Grades

COURSES	GRADE	CREDIT HRS
Constrained Optimization and Linear Algebra	B+	4
Macroeconomics	A+	4
Microeconomics	A+	4
Environment and Economic Development	A+	4
Quantitative Methods and Statistics with R	A+	4
Indian Economics and Development	A	4
Theory of Environmental Policy and Regulations	A	4
Natural Resource Economics	A+	4
Game Theory	A+	4
Econometrics	A	4
Advanced Microeconomics	A+	3
Techniques of Environmental Valuation	B	4
Time Series and Regression Analysis with STATA	B+	3
Advanced Econometrics with STATA	A	3
International Trade	A	3
Thesis Proposal	A	4
Corporate Finance	A+	3
Infrastructure Policies Reforms and Law	B	3
Final Thesis	A	20
Total		86
CGPA	9.1/10 (2 nd Highest in Class)	

Bachelor of Arts (Hons.) ECONOMICS

Grades

COURSE	MARKS	TOTAL
Introductory Microeconomics	86	100
Mathematical Methods in Economics	86	100
Statistical Methods in Economics	79	100
Introductory Macroeconomics	75	100
Mathematical Methods in Economics II	72	100
Statistical Methods in Economics II	66	100
English	63	100
Microeconomics I	51	100
Macroeconomics I	74	100
Introductory Econometrics	80	100
Economic History of India	57	100
Mathematical Awareness	82	100
Microeconomics II	77	100
Macroeconomics II	82	100
Economy, State and Society	60	100
Indian Economic Development I	65	100
Real Analysis	85	100
Indian Economic Development II	65	100
Development Theory and Experience I	70	100
Public Economics	81	100
Money and Financial Markets	80	100
English II	71	100
International Economics	83	100
Development Theory and Economics II	70	100
Financial Economics	75	100
Total		1831/2500
PERCENTAGE		73.8 (First Division)