

Will Sandholtz

willsandholtz@econ.berkeley.edu | <https://willsandholtz.github.io/> | <https://www.linkedin.com/in/willsandholtz/>

EDUCATION

University of California, Berkeley

Ph.D. Economics

On leave for 2021-2022 academic year

M.A. Economics

B.A. Economics, Statistics

Highest Distinction in General Scholarship (equivalent to Summa Cum Laude), Highest Honors in Economics

Berkeley, CA
expected 2026

2021

2018

TECHNICAL SKILLS

Languages: Python, SQL, R

Methods: Causal inference (*DID*, *IV*, *RD*), Machine learning, Data structures and algorithms, Optimization

INDUSTRY EXPERIENCE

Product Analyst/Trust & Safety Specialist

2021-2022

Otter (Series A childcare startup)

- Developed dashboards to analyze sign-up data and visualize customer progress; identified drop-off points in the onboarding funnel and revised the sign-up flow, resulting in improved retention
- Used Census data to conduct market demographic research; constructed a shortlist of cities for future launches
- Integrated UTMs into Otter website to track customer sign-up traffic in Amplitude; adjusted marketing to focus heavily on social media outreach
- Built internal tooling for Market Operations and Trust & Safety teams, including customer relations management systems, matching operations and care session tracking tools, and Stripe payment processing integration

ACADEMIC EXPERIENCE

Graduate Student Researcher

2018-2025

Department of Economics, UC Berkeley

- Conducted and published original academic research in microeconomic theory and public finance
- 2024 *Economics Letters* article highlighted on [Nobel Prize-winning economist Al Roth's blog](#)
- Applied quasi-experimental research design to analyze effects of major tax reform in non-profit sector; found that tax on excessive compensation was partly passed on to nonprofit execs

Data Science for the Public Good Student Fellow

2016

Social & Decision Analytics Lab, Biocomplexity Institute, Virginia Tech

- Developed Bayesian logistic regression model for predicting smoke detector presence in Arlington County homes
- Model improved efficiency of Arlington County's Operation FireSafe, allowed for more targeted home check-ups

AWARDS

National Science Foundation (NSF) Graduate Research Fellowship, University Medal Finalist (*top 5 undergraduates at UC Berkeley*), Steve Goldman Memorial Prize (*top undergraduate in economics at UC Berkeley*), Phi Beta Kappa (*1 of 20 UC Berkeley students inducted as juniors*)

PUBLICATIONS AND WORKING PAPERS

"Group Incentive Compatibility in a Market with Indivisible Goods: A Comment" (with Andrew Tai), *Economics Letters*, vol. 243, 2024

Abstract: We identify and fix a key error in the classic proof of TTC's (top trading cycles) group strategy-proofness, and offer a novel proof of strong group strategy-proofness.

"Shapley-Scarf Markets with Objective Indifferences" (with Andrew Tai) (*Job Market Paper*)

Abstract: We characterize the broadest class of preferences containing indifferences for which TTC with fixed tie-breaking remains Pareto efficient, group strategy-proof, and core-selecting.

* Presented at Berlin Micro Theory and Behavioral Economics PhD Conference

PERSONAL

Citizenship: USA

Languages: English (native), Spanish (intermediate), Turkish (intermediate)