

SANTIAGO LLAMAS

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EDUCATION

San Andrés University

Master in Economics

Merit-based scholarship - 35% of tuition

Master thesis: *Export promotion policies: evidence of export upgrading mechanisms*

GPA: 8.11/10 | Ranking: 12/23

Buenos Aires, Argentina

Dec 2016

Torcuato Di Tella University

Bachelor in Economics

Bachelor thesis: *The path to debt restructuring*

GPA: 6.94/10 | Ranking: 12/25

Buenos Aires, Argentina

July 2015

PROFESSIONAL EXPERIENCE

United Nations Development Program, Accelerator Lab Argentina

Research Assistant

Direct supervisor: Ph.D. Moscovich, Lorena

- Design and analyze the first survey of experimental actions and scaling of solutions from the UNDP's Accelerator Lab Network (90 Accelerator Labs).

Buenos Aires, Argentina

Oct 2020 – present

National Ministry of Production, Undersecretary of International Insertion & World Bank, IFC

Field Coordinator of the Good Exporting Practices program

World Bank Field Coordinator Training from the Development Impact Evaluation (DIME), June 2017.

Direct supervisors: Ph.D. Hallak, Juan Carlos & Ph.D. Iacovone, Leonardo

Policy design

- Led the design of the treatment of a randomized controlled trial to develop SMEs' export management capabilities and promote food exports in Argentina. Worked together with 10 technical consultants from the public and private sector to design a 72-hour in-company consultancy in export strategy, product design, production quality, and communication.
- Developed a plan to supervise the compliance of the program's schedule of implementation. Using the experimental design, developed a tracking system for activities, schedules, and deliverables.
- Designed a quality control plan based on the firms' and consultants' performance to ensure the highest standard of program implementation.

Buenos Aires, Argentina

June 2017 – Aug 2020

Policy implementation

- Oversaw the overall agenda of the program implementation.
- Directed a supervision and quality control team of 6 people to identify and solve bottlenecks during the implementation, and coordinated the supervision and quality control plan implementation.
- Coordinated a consultant team of more than 60 consultants and a senior consultant team of 6 consultants.
- Led the articulation of strategic partners and stakeholders in the public and private sector (National Ministry of Production, Undersecretary of International Insertion, Secretary of Foreign Trade, Secretary of Productive Transformation, National Institute of Industrial Technology, Argentine Agency of Investment and International Trade, National Ministry of Agroindustry, World Bank, University of San Martín, and University of San Andrés).
- Trained more than 60 consultants in the survey and program methodology.

Policy communication

- Reported weekly program updates to Argentine National Government and World Bank authorities.
- Presented the program's achievements to Argentine National Government and World Bank authorities, and to the specialized media.
- Interviewed beneficiaries and coordinated the production of 3 success case videos, infographics, and visual communication material.

Data management and analysis

- Conducted the econometric analysis of the program's impact evaluation.
- Supervised quantitative and qualitative data collection.

Inter-American Development Bank, IDB-Invest

Research Assistant

Direct supervisor: Ph.D. Figal-Garone, Lucas Elian

- Conducted the econometric analysis of the impact evaluation of Support for Competitive Agro-alimentary Transition project, a joint initiative between the Dominican Republic Ministry of Agriculture and the IDB.
- Carried out two extensive literature reviews and one paper peer-review.

Buenos Aires City Government, Housing Institute of Buenos Aires City

Advisor of the General Manager

Direct supervisor: Ferrari, Manuel

- Developed presentations of the status of the 5 main marginal settlement urbanization projects for Buenos Aires City Government authorities.

Buenos Aires, Argentina
June 2016 – Dec 2016

TEACHING EXPERIENCE

San Andrés University, Economics Department

Assistant Professor for Public Finances

Buenos Aires, Argentina
March 2017 – July 2017

RESEARCH & PRESENTATIONS

- *Export promotion policies: Evidence of export upgrading mechanisms*. University of San Andrés, Economics Department. 2020. (forthcoming)
- *Guerras comerciales y redes* (with Chittaro, L. & Plotkin, P.). Asociación Argentina de Economía Política. Nov 2017.
- *El camino a la reestructuración* (with Frontini, S.; Meza, J.; Michanie, M. & Sakkal, F.). Asociación Argentina de Economía Política. Nov 2016.
- Presented *Good Exporting Practices: How to insert SMEs into global markets* at II Multimedios Agroempresario Conference, Buenos Aires. July 2019.
- Presented *El camino a la reestructuración* at LI Annual Meeting of the Asociación Argentina de Economía Política, San Miguel de Tucumán. Nov 2016.

POLITICAL ACTIVISM & VOLUNTEER WORK

Jóvenes por la Igualdad, CC-ARI

Active member of Jóvenes por la Igualdad political organization

- Advocated for sexual and gender diversity and for women's and human rights.
- Organized more than 10 panels and debates on public policy issues with politicians and the civil society.
- Participated as electoral inspector in the 2011 and 2013 Argentine National and CABA elections.

Buenos Aires, Argentina
March 2011 – March 2015

Colegio de la Ciudad

Tutor

- Tutored students from public elementary schools.

Buenos Aires, Argentina
March 2008 – Dec 2010

SPECIAL SKILLS & INTERESTS

Spanish first language.

Study jazz guitar, Alejandro Moro & Marta Bellomo Jazz Institute, Buenos Aires, 2011-present.

References

Ph.D. Hallak, Juan Carlos. Former Undersecretary for International Insertion at the Argentine National Ministry of Production and Labor and Researcher at CONICET-UBA. (jhallak@gmail.com)

Ph.D. Iacovone, Leonardo. Lead Economist for the Trade and Competitiveness Global Practice at the World Bank Group. (liacovone@worldbank.org)

Ph.D. Rossi, Martin. Associate Professor of Economics and Vice-Rector at University of San Andrés. (mrossi@udesa.edu.ar)