

Pedro José Martínez Alanis

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Senior Economist with over 12 years of experience in **economic forecasting**, **sectoral analysis**, and **public policy** design. Specialist in building quantitative models and leveraging **Big Data** to evaluate **economic risks** and structural trends in the real and financial sectors.

This expertise is grounded in a strong academic foundation, including two **Master's degrees in Economics** (El Colegio de México, Western University) and **doctoral studies** with a specialization in **quantitative methods**.

Expert in communicating complex findings through high-level **client presentations** and strategic reports for international organizations (IDB, WB) and the federal government. Strong technical proficiency in **Python, R, and SQL** for processing massive datasets (census, administrative records). Native bilingual in **Spanish and English**.

Professional Experience

Jul'24 - Jan'26 : **International Consultant**, World Bank Group. *Project: Effective Domestic Revenue Mobilization for Inclusive Growth*. Developed a microsimulation model to estimate the fiscal and distributional impact of taxes (VAT, PIT) in Guatemala. Conducted **revenue forecasting** and fiscal policy scenario analysis using **microdata** from household surveys and administrative records.

Summer'24 - Winter'25 : **Research Associate**, University of Chicago. *Project: Productivity Growth in Mexico (Profs. Chang-Tai Hsieh and Esteban Rossi-Hansberg)*. Processed and analyzed **Big Data** from Mexico's Economic Censuses (1999-2019) to measure market concentration and diversification at the product-industry level. Implemented **Python** algorithms (Levenshtein Distance) for business group name unification, contributing to the **structural analysis** of productivity.

Jun'23 - Jun'24 : **Research Associate**, IFC (International Finance Corporation). *Project: Nearshoring Opportunities in Latin America*. Designed the **analytical and sectoral framework** to identify investment opportunities driven by **nearshoring** in Mexico, Central America, Colombia, and Peru. Produced **projections** of trade flows and analyzed potential demand in key sectors (manufacturing, automotive).

Feb'21 - May'23 : **Chief Economist**, [National Commission of Minimum Wages \(Conasami\)](#). Led the generation of **monthly forecasts** for macroeconomic variables (inflation, employment, wages) to guide the Council of Representatives' decision-making. Conducted **sectoral analyses** to evaluate the impact of labor costs on industrial activity and prices (**pass-through**), using **econometric models** with firm-level data. Coordinated the monitoring of the country's **financial programming** and assessed risks in the labor market and real economy.

Feb'21 - Feb'23 : **Consultant / Data Scientist**, World Bank Group. *Project: Firm-level Adoption of Technology (FAT)*. Managed quality control and data processing for the flagship report *Bridging the Technological Divide*. Used **Stata and Python** to analyze technology gaps at the firm level, contributing empirical evidence for NBER working papers.

Aug'19 - Nov'20 : **Coordinator of Economic Advisors**, Secretariat of Economy (Mexico). Directed the design and evaluation of industrial policies and **Global Value Chains** (USMCA). Led the Economic Incidence Group to monitor **high-frequency data** during the Covid-19 crisis, generating daily economic activity reports and **sectoral recovery forecasts**.

Jan'16 - Mar'17 : **Research Assistant**, Western University (Canada). Collaborated on the identification of production functions and productivity estimation for academic research projects, applying advanced **structural econometrics** techniques.

Early Research Experience (IDB / WB / IFC)

Roles performed between 2005 and 2014 focused on empirical research and econometrics.

- **Research Assistant (IDB, 2013-2014):** Research on productivity and informality for the flagship report *Levy's "Good Intentions, Bad Outcomes"*, supervising establishment-level analysis.
- **Research Assistant (IDB, 2011-2012):** Analysis of financial access and its impact on aggregate productivity using census establishment-level data.
- **Research Assistant (IDB, 2008-2011):** Implementation of the Hsieh-Klenow model to measure resource misallocation in LAC industries.
- **Research Associate (WB/IFC, 2005-2008):** Empirical research on international trade, innovation, and productivity in firms across India and Latin America.

Education

2014-2018 : **Ph.D. Studies in Economics**, Western University, Canada. Specialization in **Empirical Industrial Organization**, International Trade, and Labor Markets.

2018 : **M.A. in Economics**, Western University, Canada.

2012-2013 : **Ph.D. Studies in Economics**, University of California, Davis, USA.

2002-2004 : **M.A. in Economics**, El Colegio de México (Colmex). Specialization in quantitative methods and econometrics.

1998-2002 : **B.A. in Economics**, UNAM, Mexico.

Publications and Works in Progress

2025 : Arias Vazquez, F.J; Choudhary, R; and Martínez Alanis, P.J. “**Welfare Analysis of a Zero VAT Rate versus Cash Transfers in Mexico**”. Working Paper. This study compares the welfare implications of a zero VAT rate policy on basic goods versus a direct cash transfer program. Using data from the 2022 ENIGH, the model estimates a demand system to recover indirect utility functions, identifying optimal transfer amounts to maximize social welfare.

2024 : Martínez Alanis, P.J., Samuel Rosenow, and Carlos Zafra “**Nearshoring Opportunities in Latin America**”, Mimeo. This note establishes the **analytical framework** used to identify **nearshoring** potential in Mexico and Latin America, based on revealed comparative advantages and sectoral analysis.

2021 : [The Effect of the “Youth Building the Future” \(JCF\) Program during the Pandemic](#), Conasami. Impact evaluation demonstrating that program graduates were twice as likely to find a job (46.2% vs 23.6%) during the pandemic, using microdata analysis.

2020 : Martínez Alanis, P.J. “Growth constraints in the Mexican manufacturing establishments”, Mimeo. Empirical analysis on why mature establishments in Mexico stop growing and their productivity stagnates, focusing on capital allocation frictions.

2012 : Martínez Alanis, P.J. “[Regional distortions in resource allocation and productivity](#)”, Estudios Económicos. Paper decomposing the regional effects of resource misallocation on Total Factor Productivity (TFP), using census data.

Technical Skills & Languages

Quantitative Analysis & Data Science: Expert in **Python, R, SQL**, STATA, and Julia. Advanced handling of **Big Data** (Census, ENIGH, Administrative Records).

Economic Modeling: Time Series **Forecasting**, Structural Econometrics, Panel Data Analysis, and Microeconomics.

Languages: Spanish (Native), English (Bilingual / Full Professional Proficiency), French (Intermediate - B2).