

Jorge Klinnert

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EDUCATION

University of Maryland

Ph.D. in Economics

expected May 2027

Field: Industrial Organization

Committee: Ginger Zhe Jin (chair), Chenyu Yang, Andrew Sweeting

M.A. in Economics

University of Navarra

September 2021

M.Sc. in Economics and Finance

University of Munich

February 2020

B.Sc. in Economics

RELEVANT WORK EXPERIENCE

The World Bank Group

Washington, DC

Consultant, Enterprise Survey

December 2024– present

- Analyzed and validated firm-level survey data across sectors and countries for the World Bank's Enterprise Surveys (2024, 2025, 2026 waves), constructing datasets used in private sector diagnostics, policy formulation, and academic research.
- Implemented automation in data processing and coding workflows, significantly accelerating processes and reducing errors.

Power Auctions

Washington, DC

Researcher & Quality Assurance Specialist, Quality Assurance

June 2024 – August 2024; June 2025 – August 2024

- Delivered multilingual auction software to foreign governments, achieving full technical and regulatory compliance and enabling seamless cross-border operations.
- Strengthened auction reliability by streamlining quality control processes and producing precise technical documentation used in multiple national and international auctions.

IESE Business School

Barcelona, CAT

Research Associate

June 2021 – July 2022

- Developed markdown pricing strategies from large-scale field data, showing that deeper discounts boost sales and limit cannibalization when competitive pressure and product portfolios expand.

Navarra Center for International Development

Pamplona, NC

Junior Researcher

July 2021 – September 2022

- Produced country-level reports for Guatemala, Ecuador, the Philippines, and South Africa, delivering actionable macro- and microeconomic insights to guide policy and strategic advisory decisions.

D2-Analytics

Madrid, MAD

Data Analyst

March 2020 – June 2020

- Developed and analyzed large-scale search datasets to estimate and forecast regional and temporal tourism demand for governments, including Finland and Portugal. Contributed to the creation of D2 – Crisis Mode, a tool designed to guide tourism policy during world crises.

RESEARCH PROJECTS

M&A and Serial Founders

with Ginger Zhe Jin, Mario Leccese, and Liad Wagman

Delivering It Myself

Job Market Paper

The Transmission of Trade Shocks in Digital Markets

Badges as Signals: Amazon's Certification System

Markdown Pricing and Spillovers from New Product

with Diego Aparicio and Georgia Perakis (submitted)

Persistence and path dependence of Neo-European institutions: Evidence from the British colonial rule in Kenya

with Raúl Bajo-Buenestado (submitted)

DMA Gatekeepers and Individual Career Development: Evidence from LinkedIn and PitchBook

Policy Piece with Ginger Zhe Jin, Mario Leccese, and Liad Wagman

WORKSHOP & CONFERENCE PARTICIPATION

2025

Leuven-Louvain Trade Workshop, NABE Econ + Law Summit*, ASSA Meeting, Midwest International Trade & Theory, Platform Strategy Research Symposium, Boston College PhD Conference in Economics, Washington DC IO Day, Annual NABE Economic Policy Conference, NBER Digital Economics and AI Tutorial & Meeting*

2024

FTC Conference on Marketing and Public Policy, Georgetown Center for Econometric Practice Difference-in-Differences for Panel Data, Washington DC IO Day, JHU Moral and Political Economy Symposium

GRANTS AND AWARDS

2025

ICLE Research Grant (with G. Zhe Jin, M. Leccese, and L. Wagman), Scholarship Award NABE

2022

First Year Fellowship University of Maryland

LANGUAGES

German (*native*)

Spanish (*native*)

Greek (*native*)

English (*fluent*)

COMPUTATIONAL SKILLS

Python (*modeling, web scraping, data analysis, data cleaning, data visualization*)

Stata (*modeling, data analysis, data cleaning, data visualization*)

MATLAB (*modeling, data visualization*)

R (*modeling, data analysis, data cleaning, data visualization*)

QGIS (*geospatial analysis, mapping*)

Excel (*data analysis, dashboards, data visualization*)

PowerPoint (*presentations*)

Word (*report writing, documentation*)

LaTeX (*technical documentation, presentations*)