

# FERNANDO GREVE

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## EDUCATION

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<b>University of Maryland</b> <i>PhD Logistics, Business, and Public Policy (C)</i>	2026 (exp)
<b>Washington University-St.Louis</b> <i>MS Management Science</i>	12/20/2023
<b>University of Wisconsin-Madison</b> <i>MS Agricultural and Natural Resource Economics</i>	08/23/2020
<b>Universidad de Chile</b> <i>MS Applied Economics</i> <i>Professional Degree Industrial Engineering</i>	10/25/2013

## ACADEMIC RESEARCH

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### Journal articles

1. **On resource depletion and productivity: the case of the Chilean copper industry.** (with [Marcelo Villena](#)) *Resources Policy*, Volume 59, December **2018**, Pages 553-562. [\[pdf\]](#)
2. **¿Innovar para exportar o exportar para innovar? Un análisis a nivel de firma de la industria manufacturera chilena, 1995-2010.** (with Eduardo Bitran, Cristian Gonzalez, and Marcelo Villena) *Estudios Publicos*, Autumn(134):109-130, **2014**. [\[pdf\]](#)

### Working Paper/Progress

1. **Collaborative innovation among cross-border supply chain in a context of geopolitical conflicts.** (Working Paper) [\[pdf\]](#)
2. **Is the US-China Trade War Good for the Environment? The Impact of the 2018 US-China Trade War on US Importer Sustainable Supply Management Strategies and Their Supplier Emission Reduction.** (Working Paper) [\[pdf\]](#)
3. **Firm-level evidence of tariffs: leadtime, performance, and global sourcing.** (with Marcelo Villena) to be submitted to *International Journal of Production Economics*. (Working Paper) [\[pdf\]](#)

### Policy Papers

1. **Reporte Anual 2018.** Comision Nacional de Productividad, December, **2018**. [\[pdf\]](#)
2. **Reporte Anual 2017.** Comision Nacional de Productividad, December, **2017**. [\[pdf\]](#)
3. **Reporte Anual 2016.** Comision Nacional de Productividad, December, **2016**. [\[pdf\]](#)
4. **Productividad, Competitividad y Crecimiento: Un Marco Conceptual para la discusión y análisis de Políticas Públicas.** Comision Nacional de Productividad, October, **2015**. [\[pdf\]](#)
5. **Mediciones de Productividad Agregada en Chile: Una Revisión de la literatura.** Comision Nacional de Productividad, September, **2016**. [\[pdf\]](#)
6. **Mediciones de Productividad Sectorial en Chile: Una Revisión de la literatura.** Comision Nacional de Productividad, October, **2016**. [\[pdf\]](#)

### Books and Chapters

1. **Chapter 1. Productividad: Una Mirada General** (with Alfie Ulloa). In book: En búsqueda de la productividad perdida (Spanish Edition). (with Jorge Fantuzzi, Roberto Álvarez, Joanna Davidovich, Juan Andrés Fontaine, Oliver Flogel, Rodrigo Frías, Macarena González, Sergio Guzmán, Javier Hurtado) [[Kindle Version](#)] July, 2018.

### Thesis

Evolución de la innovación en Chile: Un análisis econométrico a nivel de la firma para el período 1995-2010 [[pdf](#)] July, 2013.

## SERVICE TO THE FIELD

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Referee: *Resources Policy; Structural Change and Economic Dynamics; Revista Estudios Públicos CEP*

## HONORS AND AWARDS

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<b>Washington University-St.Louis</b> <i>Full scholarship and stipend</i>	July-2021 <i>St.Louis-Missouri, USA</i>
<b>University of Wisconsin-Madison</b> <i>Full scholarship and stipend</i>	July-2018 <i>Madison-Wisconsin, USA</i>
<b>National Meeting of Business Schools in Chile 2014</b> <i>1st Place: Best Master's Thesis</i>	October-2014 <i>Punta Arenas - Chile</i>
ENEFA 2014: Encuentro Nacional de Facultades de Administración y Economía de Chile	
<b>National Meeting of Business Schools in Chile 2014</b> <i>1st Place: Best Paper in Applied Economics</i>	October-2014 <i>Punta Arenas - Chile</i>
ENEFA 2014: Encuentro Nacional de Facultades de Administración y Economía de Chile	
<b>Universidad de Chile</b> <i>Half Scholarship - MS Applied Economics</i>	March-2011 <i>Santiago - Chile</i>

## TEACHING

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<b>Washington University - St. Louis</b> <i>Teacher Assistant, Prof. Iva Rashkova</i> <u>Operations Analytics</u>	Spring 2023 <i>St.Louis-Missouri, USA</i>
<b>Washington University - St. Louis</b> <i>Teacher Assistant, Prof. Sergio Chayet</i> <u>Operations Management</u>	Winter 2022 <i>St.Louis-Missouri, USA</i>
<b>University of Wisconsin-Madison</b> <i>Teacher Assistant, Prof. Thomas Rutherford</i> <u>Globalization, Development and Poverty</u>	Spring 2019 <i>Madison-Wisconsin, USA</i>
<b>Universidad de Chile</b> <i>Lecturer</i> <u>Macroeconomics</u>	1st Semester 2016 <i>Santiago-Chile</i>
<b>Universidad Mayor</b> <i>Lecturer</i> <u>Data Analysis</u>	2013-2014 <i>Santiago-Chile</i>
<b>Universidad Mayor</b> <i>Teacher Assistant, Prof. Cristian Gonzalez</i> <u>Industrial Organization</u>	2013-2014 <i>Santiago-Chile</i>

## PROFESSIONAL EXPERIENCE

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**CargoPacífico** Mar 2026 - Present  
*CEO (Founder)* Santiago, Chile

**Product:** Founder of a B2B SaaS trade intelligence platform that aggregates public customs data from 14+ countries into a unified shipment-level search engine. Enables importers, exporters, freight forwarders, customs brokers, sourcing teams, and trade consultants to search shipments, vet suppliers, track competitors, and analyze trade routes. **Technology:** Entity resolution engine (Splink + DuckDB) linking company names across countries. Data pipeline normalizing heterogeneous sources (DIAN Colombia, Chilean Customs, SUNAT Peru). Tech stack: Next.js, React, Supabase, Python, DuckDB, Stripe. **Market:** Latin America and US companies trading with the region. Competes with Panjiva (S&P Global), ImportGenius, and Datamyne. Freemium model with Pro, Business, and Enterprise tiers.

**EunacomIA** Mar 2026 - Present  
*CEO (Founder)* Santiago, Chile

**Product:** Founder of a SaaS platform for EUNACOM preparation (Chile's National Medical Licensing Exam) powered by AI. Generates questions based on current GES and MINSAL clinical guidelines, covering all 7 exam areas. **Features:** Realistic mock exams (180 multiple-choice questions), personalized progress tracking, adaptive practice, and immediate feedback with full justification. Freemium SaaS targeting foreign physicians revalidating their license in Chile.

**TrazaGrow** Feb 2026 - Present  
*CEO (Founder)* Santiago, Chile

Founder of a SaaS traceability platform for the medical cannabis sector. Seed-to-Sale solutions for dispensaries enabling lifecycle monitoring, regulatory compliance, and patient safety. Subscription-based model with digital tools for inventory automation and regulatory reporting.

**Corporación Molino Costero** Mar 2025 - Present  
*Chairman of the Board* Santiago, Chile

Corporate governance leadership, strategic planning, financial oversight, and budgetary control. Coordination with directors and executive teams. Preparation of financial reports for the board and partners. Institutional representation before external stakeholders.

**California Energy Commission** May 2024 - Jun 2025  
*Research Scientist - Economist* California, USA

Led technical analysis and automation of analytical reports in Tableau for monitoring the oil market in California. Led the migration to Snowflake and construction of a data warehouse. Subject matter expert in oil markets under the PIIRA and SBX1-2 legislation. Analyzed market-level statistical models of demand, imports, production, inventory, and prices. Developed a structural econometric model for the refinery sector and a vector auto-regressive model with impulse-response scenarios.

**Boeing Center for Supply Chain Innovation** Aug 2021 - Dec 2023  
*Project Manager* St. Louis-Missouri, USA

Led data consulting projects for private companies on global suppliers, risk management, and operations. Developed a supply chain risk assessment tool for Hunter Engineering (dynamic risk scoring from component, sourcing, supplier, and geopolitical data). Created a framework for Edward Jones to assess outsourcing impact, identify synergies, and measure results.

**LATAM Airlines - Advanced Analytics** Nov 2019 - Jul 2021  
*Senior Data Scientist* Santiago, Chile

Led a team of data engineers, MLOps, data translators, and analysts. Developed a Python forecasting model predicting demand for 10,000+ aircraft parts across 200+ bases worldwide, deployed on Google

Cloud Platform (GCP) with automatic updates. Managed multiple stakeholders: maintenance, advanced analytics, data governance, and MLOps.

**Ministry of Education - Government of Chile**

Jan 2018 - Oct 2019

**Senior Economist**

*Santiago, Chile*

Principal economist reporting to the Commission of Experts on Economic Regulation, responsible for setting tuition fees for Chilean universities participating in the fee exemption public policy. Designed and implemented a data collection procedure using Python and Git ensuring data quality and full replicability. Conducted economic analysis of tertiary education demand and financial modeling of educational institutions.

**University of Wisconsin-Madison**

Sep 2018 - Oct 2019

**Research Assistant**

*Wisconsin, USA*

Research Assistant at the Wisconsin National Data Consortium (WiNDC) under Prof. Thomas Rutherford. Development and maintenance of a state-level computable general equilibrium (CGE) model for the US. Quantitative analysis for policy simulations, multi-regional database construction, and counterfactual scenario programming using GAMS, Python, and R.

**BrainFood IT Consulting**

Jan 2018 - Aug 2018

**Project Manager**

*Santiago, Chile*

Led a team of Python developers and data analysts on data-driven enterprise software projects. Project lead for a social data collection and analysis platform developed in Python, Django, and R with ETL from the Facebook API.

**Ministry of Economy - Government of Chile**

May 2015 - Dec 2017

**Senior Economist**

*Santiago, Chile*

Led the Annual Productivity Report submitted to the Presidency at the National Productivity Commission. Designed and implemented a methodology for measuring aggregate and sectoral productivity. Managed stakeholders including academics, Central Bank representatives, research institutes, and commissioners. Authored research and policy briefs for technical and non-technical audiences.

**Banco BCI**

Dec 2012 - Apr 2015

**Market Risk Engineer**

*Santiago, Chile*

Market risk management (interest rate risk): Value-at-Risk (VaR), VaR backtesting, stress testing, and participation in the Asset and Liability Committee (ALCO). Daily risk monitoring for investment portfolios. Technical reporting for senior management and regulatory areas.

**Penta AGF**

Jan 2012 - Nov 2012

**Portfolio Manager**

*Santiago, Chile*

Portfolio manager of three local fixed-income funds (CLP, USD, UF). Executed duration-based investment strategies. Developed Excel-VBA tools for yield curve construction, mark-to-market calculation, and automated reporting.

**Universidad Mayor**

Jan 2011 - Dec 2011

**Research Assistant**

*Santiago, Chile*

Research in energy markets, political economy, innovation, and productivity. Published peer-reviewed research in innovation economics. Teaching support at the undergraduate level.

**Ministry of Economy - Chile (CNIC)**

2012

**Economic Adviser**

*Santiago, Chile*

National Innovation Council for Competitiveness. Design of innovation measurement systems combining traditional indicators with qualitative variables. Development of composite metrics for monitoring the national innovation ecosystem.

## 1 PROGRAMMING

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Dashboard in Shiny-Python and Cloud Storage (GCP) [\[github\]](#), Python coding [\[github\]](#) [\[github\]](#), R coding [\[github\]](#), Python and Stata coding [\[github\]](#), Stata coding [\[github\]](#) [\[github\]](#)

## COURSES, (IN ADDITION TO FORMAL STUDIES)

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<b>Pontificia Universidad Católica de Chile</b> <i>Diplomado en Big Data</i>	Aug 2018 <i>Santiago-Chile</i>
<b>University of California-Berkeley</b> <i>Research Transparency and Reproducibility Training (RT2)</i>	Jun 2017 <i>California, USA</i>
<b>Marcus Evans Financial Markets Training</b> <i>New Market Developments in Derivative Pricing</i>	Mar 2015 <i>Santiago-Chile</i>

## OTHERS

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**Languages:** English (fluent), Spanish (native).

**Military Service:** Accomplished. Active Reserve Service (rank of Cabo Segundo).

**Hobbies:** Tennis, road biking, classic rock music, Magic The Gathering.