

FERNANDO GREVE

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RESUME

Economist, data scientist, and technical entrepreneur with more than 13 years of experience in economic analysis, financial modeling, analytical consulting, and digital product development. Industrial Engineer and MSc in Applied Economics from Universidad de Chile, MS in Applied Economics from UW-Madison, MBA, and PhD (ABD) in Supply Chain Management from Washington University in St. Louis. Professional experience spanning financial risk management (Banco BCI), fixed-income portfolio management (Penta AGF), leadership of Advanced Analytics and Machine Learning teams on GCP (LATAM Airlines), public policy analysis (Ministries of Economy and Education), and energy markets research (California Energy Commission). Currently founder and CEO of CannaTech and Chairman of the Board of Corporacion Molino Costero, combining business leadership with full-stack development — building multiple production platforms with TypeScript, Next.js, Supabase, and Vercel across fintech, govtech, e-commerce, and WhatsApp automation. Open-source contributor to MCP servers that connect Chilean public data with language models. Academic publications in Resources Policy and Revista Estudios Publicos. Bilingual Spanish-English.

EDUCATION

Washington University-St.Louis <i>MBA Master in Business Administration</i>	2023
University of Wisconsin-Madison <i>MS Economics</i>	2020
Universidad de Chile <i>MS Economics</i>	2013
Universidad de Chile <i>Professional Degree Industrial Engineering</i>	2011

PROFESSIONAL EXPERIENCE

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.

AMSA Antofagasta Minerals

February 2010

Data Analyst (Internship)

Antofagasta-Chile

Wrote a report about the overhead in the operations of material transport transportation inside the cooper open pit mine.

PISA Papeles Industriales S.A

January 2010

Data Analyst (Internship)

Santiago-Chile

Developed a system of Key Production Indicators (KPI) used in the plant.

Santander Bank

January-February 2009

Data Analyst (Internship)

Santiago-Chile

Wrote a report on the demand estimation for higher education products.

COURSES, (IN ADDITION TO FORMAL STUDIES)

Pontificia Universidad Católica de Chile

Aug 2018

Diplomado en Big Data

Santiago-Chile

University of California-Berkeley

Jun 2017

Research Transparency and Reproducibility Training (RT2)

California, USA

Marcus Evans Financial Markets Training

Mar 2015

New Market Developments in Derivative Pricing

Santiago-Chile

ACADEMIC RESEARCH

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**.

PROGRAMMING

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](#)]

OTHERS

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.