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### In Brief

I am an internationally recognized behavioral economist with a deep understanding of human motivation and incentives, I bring over 16 years of research experience, and 10 years of private sector and higher education management experience. I have advised a diverse range of partners, including multilateral institutions, private organizations, and government agencies, on conducting rigorous research in the areas of human behavior and public policy. My methodological expertise has enabled me to uncover valuable insights and share them through various channels, including publications in leading academic journals, policy briefs for governments, and mass-market books on behavioral science topics. I am an effective leader, regularly mentoring early career researchers, and transforming the research culture of the organizations I work with. I am currently seeking an opportunity to translate my research skills and knowledge into further real-world impact.

### Key skills

Research design techniques  
Statistical modelling techniques  
Policy and impact evaluation  
Project management  
Grant writing  
Programming: Stata, SQL, Basic

Health economics  
Governance  
Motivation and Behavior  
Human Resource Management  
Data science and econometrics  
Science communication

### Professional Experience

Associate Professor of Economics / Deputy Head of School, University of East Anglia: 2015–Present

I have successfully demonstrated my ability to excel in both academia and policy circles. I have published a [multitude of academic papers](#) in leading journals across multiple fields. I am an accomplished author with [mass-market works](#) to my name. My expertise in policy has been highly sought after by governments, resulting in the creation of [policy briefs](#) that have provided invaluable advice and have been widely implemented in countries such as Indonesia, the Philippines, and Burkina Faso. My groundbreaking research has been highly recognized, having received awards and grants totaling over \$500K. My leadership experience within academia is just as noteworthy as my academic achievements.

- ❖ Published "[Good Decisions for Strange Situations](#)," and "[The Decisive Mind](#)" introducing lay audiences to behavioral science topics. Contributed articles to highly respected publications such as [The Telegraph](#) and [The Conversation](#). Additionally, I have been featured in [numerous televised and radio interviews](#) with leading media outlets, including BBC News, Sky News, and GB News, where I have shared my insights and expertise with a wide audience.
- ❖ Presented my findings at nearly 100 academic and policy events across the globe, including high-level policy forums organized by multilateral organizations and governments. Through these presentations, I have shared my innovative ideas and stimulated meaningful discussions that have had a significant impact in the academic and policy communities.
- ❖ Redesigned UEA's MSc program in Behavioral and Experimental Economics, which has been highly successful in attracting talent and placing them in research positions. Hold senior leadership roles at UEA including director of PhD admissions, and deputy Head of School. Under my leadership, have transformed the research culture in the department into one that is well attended, vibrant, and engaging. These leadership positions have allowed me to not only contribute to the advancement of my university but also to the broader academic community.

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### Economist/Consultant, World Bank: 2011–Present

Increased primary research in the Governance global practice. Increased the use of behavioral science within the World Bank by coauthoring the [World Development Report 2015: Mind, Society, and Behavior](#), a publication critical to establishing the behavioral unit. Conducted primary research on development and labor topics including intrinsic and extrinsic incentives, talent recruitment and retention, performance-based bonuses, public sector reforms, and organizational design. My deep understanding of behavioral insights and their application in development organizations has been recognized globally.

- ❖ I have had significant impact on the use of behavioral insights within multilateral organizations across the world. My research has directly contributed towards public sector pay reforms in the Philippines, results-based financing in Burkina Faso, and public sector reforms in Indonesia.
- ❖ I have a history of successfully managing and supervising multi-disciplinary project teams consisting of operational staff, research associates, and survey personnel with diverse backgrounds and skill sets. Through my leadership, I have provided critical intellectual support, data analysis expertise, and produced numerous scientific papers and policy reports.
- ❖ I Have managed research projects across the world. This has allowed me to develop a deep understanding of local contexts, and a unique perspective on how to implement effective solutions that are tailored to the specific needs of each community. My ability to effectively manage diverse teams, combined with my research skills, has enabled me to produce high-quality research that has had a significant impact on the field of economics and on policy.

### Project Manager, AT&T: 2001–2006

As a skilled software developer, I have created innovative applications and financial models that have streamlined end-of-month revenue reporting processes. My expertise in coding software to automate data entry functions has been instrumental in reducing manual input errors and increasing efficiency for billing staff. In my role as the designated point of contact for preparing financial reports, I have consistently provided reliable and accurate data analysis. I have also proactively provided back-end database support for data-related revenues, ensuring data integrity and security.

- ❖ Successfully implemented processes for automating billing audits, streamlining the audit process and improving accuracy.
- ❖ Designed user-friendly standard billing inquiry applications, improving the overall user experience for billing staff.
- ❖ Efforts resulted in significant cost savings and operational efficiencies, with projections indicating that AT&T has saved approximately \$60 million annually.
- ❖ Ability to develop customized solutions that meet the needs of the organization has made a meaningful contribution to the success of the organization.

## **Education**

- ❖ PhD, Public Policy and Political Economy, University of Texas at Dallas
- ❖ MSc, Applied Economics, University of Texas at Dallas
- ❖ BSc, Economics and Finance, University of Texas at Dallas

## **References**

Available upon request