

Paulo Daniel Salles Ramos
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SUMMARY

I'm an economist with over 15 years of experience spanning finance and academia, having worked at top universities and large financial organizations. My key strengths combine rigorous logical analysis with creative problem solving—a blend that initially drew me to academia and continues to drive my approach to research, data analysis, and risk modeling. This creative side extends beyond my professional work through my passion for storytelling as a tabletop RPG enthusiast. I excel in strategic analysis, presenting complex concepts clearly, and bringing innovative approaches to analytical challenges in both economic research and financial modeling.

SKILLS

SAS, VBA, Python, Numpy, Pandas, Matlab, Econometrics, Game Theory, Mathematics, Research, Project Leadership, Communication, Presentation, Regulation Economics, Data Analysis, Credit Risk Models, Finance, Tableau, Power BI, Bloomberg.

WORK EXPERIENCE

Construct

Freelance Consultant

11/2024 - ongoing

- Freelance consultant on tokenomics and incentive design for web3 platforms.
- Main projects:
 - Tokenomics audit of Aries Markets, a lending platform on the Atoma Network. Analyzed the incentive structure of the platform.
 - Tokenomics design for The Nation (Crestal), a platform and marketplace for AI agents. Analyzed the incentive structure of the platform and helped design the demand agnostic vesting mechanism for Network Incentives on the platform.
 - Tokenomics design for Hado, a streaming platform for AI-generated videos. I designed several incentive structures to align complex incentives, helping with content curation, moderation, governance and reward schemes.
 - Redesign of the tokenomics for WIN, a platform that tokenizes revenues from transfers of football players between clubs. I am currently overseeing the design of their utility token.

Singapore Management University - School of Economics

Adjunct Lecturer

01/2025 - 6/2026

- Taught two sections of Microeconomics II for undergraduate students between 01/2025 and 06/2025.
- I am scheduled to teach three more sessions between 01/2026 and 06/2026

Economics Design

Lead Research Scientist

06/2024 - 9/2024

- Leader for the Minimum Viable Economic Risk Score project.
- I managed a small team of researchers with the task of creating from scratch a measure of economic risk for web3 platforms.
- Our goal is to go from establishing the theoretical foundations of the model to seeing it fully operational and integrated to the company's systems in 12 months.

Singapore Management University - School of Economics

Postdoctoral Research Fellow

08/2022 - 8/2024

- Conducted research in the topic of Implementation Theory, a branch of Economics with applications in regulation, design of incentive structures, and web3, among others.
- Proposed a refinement of Nash Equilibrium which addresses a 30 year-old critique in the literature of Implementation Theory
- Provided a class of environments in which implementation is possible through this more robust refinement of Nash Equilibrium via two new theorems

Singapore Management University - School of Economics

Teaching Assistant / Graduate Instructor

08/2019 - 12/2021

- Instructor for Microeconomics II at undergraduate level (2021), teaching a class of over 30 students
- Received positive feedback from students for being passionate, patient, and relatable when teaching
- Teaching Assistant for Microeconomic Analysis (offered to masters students, 2019, 2020)
- Teaching Assistant for Micro II (PhD course, 2020)
- Teaching Assistant for Economic Dynamics (offered to both PhD and masters students, 2020)
- Praised by supervisors for careful grading and ability to work with little supervision

Postalis Instituto de Previdência Complementar (Brazil's largest pension fund)

Controller Specialist

10/2014 - 10/2017

- Conducted forensic financial analysis to detect potential fraudulent activities within Brazil's largest pension fund
- Prepared critical investigative reports for regulatory commission examining fund management
- Automated monthly reporting processes, enhancing operational efficiency and compliance monitoring
- Developed comprehensive economic indicators tracking the financial health of the pension fund

RPG Brasília (Hobby group centered on role-playing games)

Founder and Storyteller

11/2013 - 5/2018

- Founder of an active community of enthusiasts for board games and role-playing games (RPGs).
- Organized over 100 sessions of games, crafting compelling narratives for more than 10 different titles and settings.
- Introduced over 30 new people to the hobby.

Itaú-BBA \ Itau Unibanco – São Paulo - SP (investment bank of Itaú holding)

Credit Risk Modeling Analyst

06/2011 – 06/2013

- Worked on the validation, implementation and monitoring of the Risk Rating and PD models for the Foreign Financial Institutions portfolio
- Our model was able to predict changes in risk ratings for a portfolio of over 40 FI's with two months earlier than its counterparts at Fitch, Moody's and S&P
- Worked on the validation and implementation processes of the EAD model for the Small and Medium Enterprises portfolio
- This model was used to guide credit scores for a portfolio of over ten million small and medium enterprises, and replaced a model developed by KPMG
- Participated in the database certification process for the Small and Medium Enterprises portfolio models, covering more than fifteen different databases, some of which contained over a billion entries

LANGUAGES

- Portuguese (native), English (fluent), Spanish (intermediate).

EDUCATION

Singapore Management University - Singapore

PhD in Economics

08/2018 – 06/2022

- Modules in Econometrics, Macroeconomics, Microeconomics, Social Interactions, Mechanism Design, Health Economics
- Industrial Organization, Computational Macroeconomics and Continuous Methods
- Thesis on Implementation Theory and Social Choice Theory

PUC-Rio – Rio de Janeiro - RJ

Masters in Economics with emphasis in Economics of the Public Sector

01/2009 – 04/2011

- Modules in Econometrics, Macroeconomics, Microeconomics Finance theory, contracts theory, and corporate finance
- Teaching Assistant for Microeconomics II
- Dissertation on Dynamic Monopoly Regulation

Universidade de Brasília – DF

Economics

03/2005 – 11/2008

- Received scholarship from PET-Economia (Tutored Studies Program in Economics) from 03/2006 to 11/2008
- Elective courses in Microeconomics, Macroeconomics and Mathematics
- Monograph "O Papel das Expectativas no Regime de Metas de Inflação" (The Role of Expectations in the Inflation Targeting)

- Teaching Assistant for Econometrics and Industrial Economics

SELECTED WORKING PAPERS

Inference for Factor Model by Synthetic Control under Fixed Number of Control-Units (with Dennis Lim Guo)

 [synthetic_control_for_factor_model \(3\).pdf](#)

This paper in econometrics proposes a new estimator for treatment effects, which outperforms current estimators in a wide array of scenarios.

Compellingness in Nash Implementation (with Takashi Kunimoto and Shurojit Chatterji)

 [Compelling_Implementation_3p.pdf](#)

This paper in Implementation Theory proposes a general mechanism to induce coordination among economic agents. Our mechanism distinguishes itself for being applicable to real-world scenarios and inducing stronger coordination among agents than similar results in the literature.

Minimum Reversal Domains: a link between median rules and monotonicity

 [Minimum_Reversals_Domains.pdf](#)

This paper in Social Choice Theory presents a general voting rule that exhibits several desirable features and is able to function in a wide specter of scenarios.