

Ignacio Marra de Artiñano

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EDUCATION	PhD in Economics - Université Libre de Bruxelles and ECARES Advisor: Paola Conconi Visiting PhD Student – Yale University, Department of Economics Advisor: Lauren Bergquist MPhil in Economics – University of Oxford Thesis Distinction. Advisor: Beata Javorcik Bachelor in Economics – Universidad Carlos III de Madrid	2021-2026 Fall 2024 2016-2018 2010-2015
FIELDS	Primary: International Trade, Development Economics Secondary: Labor Economics, Firms	
REFERENCES	Paola Conconi University of Oxford paola.conconi@economics.ox.ac.uk Lauren Bergquist Yale University lauren.bergquist@yale.edu	Jie Bai Harvard Kennedy School jie_bai@hks.harvard.edu Christian Volpe Martincus Inter-American Development Bank christianv@iadb.org
JOB MARKET PAPER	The Labor Market Effects of Multinational Entry <i>Best Paper at Economics of Global Interactions 2025 (Wim Meeusen Prize)</i> <i>Best Student Paper at Forum for Research in Empirical Trade (FREIT - SETC 2025)</i> A constitutional amendment in 1995 removed barriers to foreign investment in Brazil. Within a decade, 700,000 workers joined multinational firms. Using matched employer-employee data and sectoral variation in the reform, I find that multinational entry raised wages for college graduates but lowered pay and increased informality among those without high school. To quantify the aggregate impact, I develop a dynamic general equilibrium model with multinational production, labor market frictions, and informality. Multinational entry boosted growth but widened inequality, creating distinct winners and losers.	
PUBLICATIONS	(1) The Impact of Investment Promotion on Multinational Production: Firm-level Evidence <i>with Jeronimo Carballo & Christian Volpe</i> Forthcoming at Journal of Development Economics (2) Automatic Product Classification in International Trade: Machine Learning and Large Language Models <i>with Franco Riottini & Christian Volpe</i> Forthcoming at Review of International Economics	
EXPERIENCE	Consultant – World Bank <i>Office of the Chief Economist for East Asia (2023), Investment Climate Division (2021-2022)</i> Research Fellow – Inter-American Development Bank <i>Trade and Integration Division</i> Trade Policy Intern - United Nations <i>Economic and Social Commission for Asia-Pacific, Trade Division</i> Research Assistant – Bank of Spain <i>International Affairs Division</i>	2021-2023 Part-Time 2018-2021 2017 Summer 2015

WORK IN PROGRESS

- (1) Linkages with Multinationals: The Effects on Domestic Firms' Exports, *with Jeronimo Carballo, Gianmarco Ottaviano & Christian Volpe. Draft available*
- (2) Financial Constraints to Exporting, *with Jie Bai, Lauren Bergquist & Christian Lippitsch. Fieldwork ongoing*
- (3) The Value of Organic Certifications, *with Franco Riottini, Gabriel Scattolo, Christian Volpe & Lucas Zavala. Draft coming soon*
- (4) Striving for Quality: The Impact of Quality Certifications, *with Jie Bai, Vittorio Bassi, Lauren Bergquist & Christian Lippitsch. Fieldwork ongoing*
- (5) Information Constraints in Supplier Linkages in Rwanda, *with Jie Bai, Vittorio Bassi, Lauren Bergquist & Christian Lippitsch. Pilot ongoing*
- (6) Embedding Machine Learning into the Tax Authority (*with Nicholas Musoke*). *Pilot ongoing*

RESEARCH GRANTS

As PI / Co-PI
Total: ~660K€

Embedding Machine Learning into the Tax Authority (*with Nicholas Musoke*)

- Structural Transformation & Economic Growth STEG, Small Research Grant (~15,000€) - 2025

Striving for Quality (*with Jie Bai, Vittorio Bassi, Lauren Bergquist & Christian Lippitsch*)

- Yale Economic Growth Centre (~20,000€) - 2025
- International Growth Centre, Small Project Grant (~35,000€) - 2025
- Structural Transformation & Economic Growth STEG, Small Research Grant (~20,000€) - 2025
- The Weiss Fund (~45,000€) - 2025

Financial Constraints to Exporting (*with Jie Bai, Lauren Bergquist & Christian Lippitsch*)

- Private Enterprise Development in Low Income Countries PEDL (~170,000€) - 2024
- International Growth Centre, Large Research Grant (~115,000€) - 2024
- Structural Transformation & Economic Growth STEG, Major Research Grant (~115,000€) - 2024

Investor Performance and Tax Incentives in Rwanda (*with Mphatso Kumwenda & Marco Sanfilippo*)

- International Growth Centre, Small Research Grant (~20,000€) - 2024

The Local Impact of Global Firms: How Multinational Companies Affect Developing Countries

- Fonds de la Recherche Scientifique - FNRS, FRESH Grant (~90,000€) - 2023-2026

Firm-Level Exports Hits: Evidence from Uganda (*with Fernando Morales & Catalina Salas*)

- International Growth Centre, Small Project Grant (~15,000€) - 2023

TEACHING

▪ *Advanced Topics in International Economics* (ECON S320, Master). ULB
TA for Mathieu Parenti

2024-2026

▪ *Trade Policy and International Cooperation* (ECON 2865, Master). UCLouvain
TA for Lorenzo Trimarchi

2024-2026

CONFERENCES & SEMINARS

2025. Kiel Trade Seminar, WEFIDEV-RFS-CEPR Finance and Development Conference, Belgian Labor Economics Day, Global Economic Policy Group, Queen Mary University Economics and Finance Workshop, ENTER Jamboree, Global Economic Networks, European Economic Association, Economics of Global Interactions, European Trade Study Group, FREIT SETC 2025, LSE-CEP-Warwick Junior Trade Workshop, University College of London, Workshop of the Spanish Macroeconomics Network, Oxford University, University of Oldenburg, Workshop on Structural Transformation, Urbanization, and Development (Collegio Carlo Alberto)

2024. Tilburg University, Université de Namur, ECARES, IGC-World Bank-MINICOM Conference on Industrial Policy, ENTER Jamboree, Firms, Labor Markets, and Development Workshop, European Association of Environmental and Resource Economics Conference, Yale University (x2), Inter-American Development Bank

2023. KU Leuven – UCLouvain Trade Seminar, Swedish Network for European Studies in Business and Economics, ECARES, Conference of the Spanish Association of International Economics, World Investment Forum, Sustainability of Supply Chains in Developing Countries (Kiel)

2022 and 2021. GEP-CEPR Postgraduate Conference, Spring Meeting of Young Economists, LAGV Conference in Public Economics, Conference of the Spanish Association of International Economics, European Trade Study Group, Economics of Global Interactions

AWARDS

- Best Paper, Economics of Global Interactions - Wim Meeusen Prize (2025)
- Best Student Paper, Forum for Research in Empirical Trade - FREIT-SETC (2025)
- Université Libre de Bruxelles Graduate Scholarship (2021-2023)
- La Caixa Graduate Scholarship (2016-2018)
- Foley-Béjar Scholarship – University of Oxford and Balliol College (2017-2018)

ACADEMIC ACTIVITIES

Refereeing: *Journal of International Economics* (x2), *Journal of International Trade and Economic Development*, *Open Economics Review*

Service: ECARES PhD Representative (2023-2025), Economics and Management PhD Representative (2024-2025)

POLICY WORK

- (1) How Do Investment Promotion Policies Affect Sustainability? (with Jeronimo Carballo, Monika Sztajerowska and Christian Volpe). *IDB Working Paper*, December 2023.
- (2) The Reorganization of Global Value Chains: What's in it for Latin America? (with Juan Blyde, Marcelo Dolabella, Mauricio Mesquita, and Christian Volpe). *IDB Working Paper*, December 2022.
- (3) Making the Invisible Visible: Investment Promotion and Multinational Production in Latin America and the Caribbean. *Special Report on Integration and Trade – IDB*, December 2021. Chapters 2 and 4.
- (4) Gender Wage Gaps in Spain (with Brindusa Anghel and Ignacio Conde Ruiz – in Spanish). *Hacienda Pública Española-Review of Public Economics* (2019).
- (5) Gender Gaps in the Spanish Labor Market (with Ignacio Conde Ruiz). *Estudios sobre la Economía Española* (2016/32)– Fundación de Estudios de Economía Aplicada (FEDEA)

SKILLS

Programming: Julia, Stata, Python, Matlab, GIS

Languages: Spanish (native), English (fluent), French (fluent), Mandarin Chinese (basic)

Data Skills. *Administrative data:* employer-employee, firm-to-firm transactions, customs transactions, firm-level balance sheet. *Survey data:* questionnaire design, primary data collection, field team management.
