

Jerónimo Callejas

University of Massachusetts Amherst
211 Stockbridge Hall 80 Campus Center Way Amherst, MA, 01003
jeronimocallejas.com
acallejas@umass.edu

Principal Interests

Empirical Industrial Organization, Applied Econometrics, Antitrust.

Education

Ph.D. Resource Economics (Expected) 2022
University of Massachusetts, Amherst, MA
Dissertation committee: Debi Mohapatra (Advisor), Christian Rojas, Jun Ishii
Certificate in Statistical and Computational Data Science 2020
University of Massachusetts, Amherst, MA
Master in Competition Policy and Market Regulation 2014
Barcelona Graduate School of Economics, Barcelona, Spain

Publications

- **Welfare Effects of Public Procurement of Medicines: Evidence from Ecuador**, (with Debi Mohapatra). *International Journal of Industrial Organization* (March, 2021)

This article evaluates the welfare implications of a public procurement program, where the Ecuadorian Government procures medicines used for cancer treatment and distributes them to patients for free with the aim to benefit the poor. Using a unique dataset on Ecuador's pharmaceutical market, we estimate a structural model of demand and supply, and focus on two research questions related to this program. First, we consider a targeting strategy commonly implemented in various developing countries, where patients below a given income threshold qualify for the free drug. We compare this with a simpler drug distribution mechanism where every patient is a potential recipient of the free drug, and the patients are served on first-come-first-serve basis. Second, we study the supply side implications of this program.

Working Papers

- **Domestic Industrial Policy and Consumer Surplus in Developing Countries**, Job Market Paper

With the aim to encourage domestic mobile handset production, the Indian Government planned to impose tariffs over imported mobile phone components. I evaluate the welfare consequences of this policy by computing the consumer surplus as well as the producer surplus changes due to the policy. To this end, I implement a structural model of India's mobile phone market where firms can endogenously decide production location, product set and prices, and evaluate the effects of the policy in the counterfactual world. The results suggest that the continuation of this policy will lead to large-scale production relocation, products exiting the market, and price increases leading to a drop in consumer surplus.

- **Welfare and Environmental Benefits of Electric Vehicles Tax Policies in Developing Countries: Evidence from Colombia**, (With Joshua Linn and Jevgenijs Steinbuks)

This paper analyzes existing and proposed policies aiming to reduce emissions from new passenger vehicles in Colombia, which has used preferential sales taxes and import tariffs to stimulate sales of hybrid and electric vehicles. Using highly

detailed data on vehicle purchases and attributes, we estimate an equilibrium model of Colombia's market that includes a random-coefficients logit demand structure and endogenizes firms' markups. Using the model to simulate policies, we find that Colombia's sales tax and import tariffs have increased hybrid and electric vehicle market shares by 0.9 to 2.7 percentage points at welfare costs of \$120-510 per ton of carbon dioxide reduction.

Teaching Experience	University of Massachusetts Amherst (Instructor) Introduction to Resource Economics (Undergraduate level GenEd course- ResEc 102), Fall 2019, Fall 2020, Spring 2021, Fall 2021 Intro to Statistics for Social Sciences (Undergraduate level GenEd course- ResEc 202), Summer 2019, Spring 2020, Summer 2020, Summer 2021 University of Massachusetts Amherst (Teaching Assistant) Quantitative Methods in Applied Economics (Undergraduate level Res Econ 313), TA for Prof. Angela C. M. de Oliveira, Fall 2016, Spring 2017 Public Policy in Private Markets (Undergraduate level Res Econ 453), TA for Prof. Christian Rojas and Emily Wang, Fall 2017, Spring 2019 Introduction to Resource Economics (Undergraduate level GenEd course- ResEc 102), TA for Prof. Wayne Roy Gayle, Spring 2018, Fall 2018
Research Experience	World Bank, Chief Economist Infrastructure , RA for Jevgenijs Steinbuks (World Bank Group) and Joshua Linn (University of Maryland), 2021. Latin American Center for Telecommunication Studies , Junior Fellow, 2019
Working Experience	Aleph-Omega Consulting , Ecuador (Litigation and antitrust consultant), from 2014 to 2020 Telefónica Ecuador , Ecuador (Regulatory Expert), from 2014 to 2016 Superintendence of Market Power Control , Ecuador (Competition Advocacy Intendant), 2013 Ministry of Industries and Productivity , Ecuador (Economics Studies Coordinator), from 2010 to 2012
Seminars and Conferences	DECRG Half-baked Seminar at the World Bank (forthcoming), 2021 18th Annual International Industrial Organization Conference (presenter), 2020 7th Latin American Telecommunications Congress (presenter), 2019
Grants and Fellowships	Research Enhancement and Leadership (REAL) Fellowship, from 2016 to 2020 University Travel Grand, 2019 Resource Economics Graduate Student Summer Research Fund, 2018
Skills	Matlab, Stata, Python, R, L ^A T _E X
References	Debi Prasad Mohapatra, Ph.D. Assistant Professor, University of Massachusetts Amherst

dmohapatra@umass.edu

Christian Rojas, Ph.D.

Professor, University of Massachusetts Amherst
rojas@umass.edu

Jun Ishii, Ph.D.

Associate Professor, Amherst College
jishii@amherst.edu

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