APPLICATION ENTREPRENEURSHIP RESEARCH BOOT CAMP

July 14-18, 2025 - Cambridge, MA

Contact Information

Name: Jorge Gotardo Klinnert Vlachopoulos

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School

I am currently pursuing a Ph.D. in Economics at the University of Maryland,

Entry to Program

I have been enrolled in the Ph.D. program since Fall 2022.

Expected Year of Completion

I expect to complete my Ph.D. in Economics in 2026.

Area of Interest

My primary area of interest lies at the intersection of Macroeconomics and Industrial Organization. I am particularly interested in exploring firm dynamics using product-level data and firm-level survey data from various countries.

Letter of Recommendation

Please contact Prof. John Haltiwanger (halt@umd.edu) for my letter of recommendation.

JORGE KLINNERT
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EDUCATION

Ph.D. in Economics, University of Maryland, USA, expected 2026
M.A. in Economics, University of Maryland, USA, 2024
M.Sc. in Economics and Finance, University of Navarra, Spain, 2021
B.Sc. in Economics, University of Munich, Germany, 2020

FIELDS OF SPECIALIZATION

Primary: Industrial Organization, Digital Economy
Secondary: Applied Econometrics, Applied Macroeconomics

RESEARCH PAPERS

"Markdown Pricing and Spillovers from New Products", with D. Aparicio and G. Perakis
"Competing Against Private-Labels: The Case of Amazon"
"Estimating Markups: Logit versus CES"
"The Lasting Consequences of Colonial Property Rights: Evidence from Kenya", with R. Bajo-Buenestado
"The Arabian Spring and Negative Shocks Affecting the Egyptian Tourism", with L.A. Gil-Alana
"Making Urban Slum Population Visible: Citizens and Satellites to Reinforce Slum Censuses" Urban Inequalities from Space: Earth Observation Applications in the Majority World", Earth Observation Applications in the Majority World with A. Abascal et al.

RELEVANT WORK EXPERIENCE

Consultant, World Bank, Washington DC, 2024 - present
Researcher & Quality Assurance Specialist, Power Auctions, Washington DC, 2024
Research Associate, IESE Business School, Barcelona, 2021 - 2022
Junior Researcher, Navarra Center for International Development, Pamplona, 2021 - 2022
Developer and Analyst, Persei Vivarium, Madrid, 2020
Data Analyst, D2 Analytics, Madrid, 2020

TEACHING EXPERIENCE

Teaching Assistant, University of Maryland, Microeconomics (Masters Program), 2024
Teaching Assistant, University of Maryland, Econometrics I & II (Masters Program), 2024 - 2025
Teaching Assistant, University of Maryland, American Economic History, 2023-2024

WORKSHOP & CONFERENCE PARTICIPATION

2025: Annual NABE Economic Policy Conference
2025: NBER Digital Economics and AI Tutoria & Meeting
2024: FTC Conference on Marketing and Public Policy
2024: Georgetown Center for Econometric Practice Difference-in-Differences for Panel Data
2024: Washington DC IO Day
2022: Energy and Environmental Issues in Developing Countries
2021: NCID Workshop on Urban Deprivation: From Earth Observation to Urban Policies

GRANTS AND AWARDS

Scholarship Award NABE, 2024
First Year Fellowship University of Maryland, 2022

LANGUAGES
German (native), Spanish (native), Greek (native), English (fluent)

COMPUTATIONAL SKILLS
Stata, Python, Matlab, R, Excel, QGIS, LaTeX

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Current Research

My current research explores competitive dynamics within digital retail markets, with a particular focus on the interplay between private-label products (PLPs) and third-party offerings. Increasingly, major platforms operate in dual capacities: they serve as intermediaries that connect third-party sellers with consumers while simultaneously competing by developing and promoting their own PLPs. My work seeks to analyze how such platforms take the risk and decide to enter new markets, leveraging their unique access to third-party seller information — such as Amazon's expansion into the U.S. healthcare (or fashion) sector with the launch of Amazon Pharmacy (or Amazon Essentials).

Future Research

The focus of my future research aims to investigate the competition dynamics of entrepreneurial firms entering markets dominated by digital giants. Due to the rising dual role of digital giants, this includes entrepreneurial firms entering as third-party sellers as well as platforms providers. Studying the economic and strategic decision-making of these firms will shed light on their goals — to replace or to be acquired and replaced — and on the effects and broader implications for innovation, market structure, and firm dynamics.

Motivation

Attending the NBER Entrepreneurship Research Boot Camp is an opportunity to refine my understanding of the economics of entrepreneurship. The intensive program will provide a platform to exchange ideas, receive feedback on my research, and explore cutting-edge methodologies and perspectives. I am particularly excited to connect with peers and mentors who share a passion for advancing the economics of entrepreneurship and to contribute to the broader dialogue on fostering innovation and growth in entrepreneurial markets.

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February 25, 2025

Letter of Recommendation for Jorge Gotardo Klinnert Vlachopoulos:

I am happy to write a letter on behalf of Jorge Gotardo Klinnert Vlachopoulos who has applied to participate in the NBER Entrepreneurship Bootcamp. Jorge is a highly qualified candidate. He is a graduate student in our Department who audited my second year advanced macroeconomics course in Fall 2024. In this course, he showed he is is doing careful and thoughtful empirical work on firm dynamics.

His research focuses on examining the evolving structure of online platforms, such as Amazon, particularly in relation to the growing influence of third-party sellers. He aims to analyze how these platforms assess risk and make strategic decisions to enter new markets by leveraging their privileged access to third-party seller data. This approach is exemplified by Amazon's expansion into sectors like U.S. healthcare and fashion through initiatives such as Amazon Pharmacy and Amazon Essentials.

In short, I think he would be an excellent candidate for participation in the bootcamp. He would benefit tremendously from the meeting and would bring a rich empirical perspective to the discussion. Overall, I recommend him very highly.

Sincerely,

John C. Haltiwanger

John C. Haltiwanger
Distinguished University Professor