

# J. William Ambrosini Jr. (Will)

PO Box 74142 Davis, CA 95617

phone: 419-838-9656 - email: will@ambrosini.us

## SUMMARY OF QUALIFICATIONS

- 
- Earning PhD and earned Masters, BA and BS degrees in business-related, analytical and quantitative subjects (Business, Mathematics and Economics)
  - Trusted team member in both pre- and post-sale service teams (e.g. technical presentations to lay audiences)
  - Experienced operations manager; managed teams of pre-sales engineers and implementation specialists
  - Led cross-disciplinary teams charged with developing, marketing and implementing new and custom products
- 

## EDUCATION

### **University of California, Davis Davis, CA**

Economics MA June 2007/ PhD expected 2011

Dissertation: *Task employment, Task wages and Income Inequality*. A model of task supply and demand is introduced and tested. Quasi-experimental techniques are used to verify the main assumption of the model. The model implies most of the recent rise in income inequality is due to changes in the distribution of task wages brought about by increases in the costs to workers of adjusting their task supply.

Other papers: *Return migration in Eastern Europe*. We analyzed who emigrates from Romania and who return migrates. We discuss the impact of these migration patterns on the distribution of skills and wages in that country. Specifically, we estimate the "returnee premium".

Recipient of Laura Perrott Mahan Fellowship (**\$8,250**) 2008

### **University of California, Berkeley Haas School of Business Berkeley, CA**

[Bachelor of Science May 1999](#)

Major in Business

Minor in Computer Science

### **Humboldt State University Arcata, CA**

[Bachelor of Arts May 2005](#)

Major in Mathematics with Honors

## EMPLOYMENT EXPERIENCE

### **Satmetrix Systems Mountain View, CA**

#### **Lead System Architect**

*June 1999 - August 2004*

- *Product management*
  - Engineered a strategy of packaging platform features into solution-oriented products
  - Increased deal size by over **400%** by inventing "Satmetrix Enterprise" product
- *Driving force in quality improvement initiatives*
  - Improved customer loyalty by nearly **9%** by spearheading *quality upstream* programs
  - Reduced coding time for new projects by **40%** by designing and implementing a report prototyping tool

- *Systems design and architecture and pre-sales engineering*
    - Managed, supported and evolved the pricing model used by entire sales force
    - Participated in and, in many cases, lead dozens of sales presentations
    - Interacted with global account teams, across nine time zones, to understand extraordinary customer requirements
    - Fostered a culture of *whole brain* analysis and a *systems thinking* approach
  - *Operations management and systems implementation*
    - Led team that delivered over **\$1.5m** in revenue per year
    - Implemented over 50 business loyalty systems using a proprietary XML-like language and PERL scripting
  - *Survey design, deployment and reporting*
    - Interviewed client executives, line management and customer satisfaction leads
    - Authored survey instruments and developed key metrics used by clients for incentive planning, quality assurance and sales opportunity identification
    - Specified action-oriented reporting for all varieties of audiences in the client business
- 

SELECTED  
TEACHING AND  
RESEARCH  
EXPERIENCE

**Associate Instructor, UC Davis *Davis, CA***

- Courses: Finance and Intermediate Macroeconomics

**Associate Faculty, College of the Redwoods *Eureka, CA***

- Courses: Economic History and Introductory Macroeconomics

**Research Assistant, UC Davis *Davis, CA***

Professor Peter Lindert, Professor Chris Meissner and Professor Peri

- Collected price time series data for dozens of commodities over several centuries for cities in India, Korea, Europe and the U.S.
  - Researched late 19th century bond prices for dozens of countries and analysis of historic trade data
  - Analyzed migration and return migration data; assessed the impact of immigrants on native wages
- 

Hobbies & Interests

Learn computer languages (expert PERL; intermediate R and MatLab; beginner SQL, Stata, Fortran, Python and Scheme; some C, C++ and Java). Enjoy reading science and writing in my blog about economics (over 1,000 hits a month). Run over 12 miles per week and completed a half marathon.

---