

ANDRÉ BUENO REZENDE DE CASTRO

Bonn, Germany

Mobile: +49-1779114591

E-mail address: brcandre1@gmail.com

<https://www.linkedin.com/in/andrebrcastro/>

PROFILE

Over 7 years of experience in economics, trade, rural and international development, and public finance. Dynamic and self-motivated professional, with interpersonal and intercultural skills gained through on-site professional experience working with multicultural teams and fieldwork research in East Africa. Strong analytical, research, and communications skills demonstrated by my publication track record.

RESEARCH INTERESTS

Development Economics; Agricultural Economics; Climate Change and Sustainability; International Trade and GVCs; International Finance.

WORK EXPERIENCE

INDEPENDENT CONSULTANT – Impactloop Ltd. – *Remote* **Since 03/2023**

- Preparation of funding proposals and related data research.

POLICY ADVISOR – German Development Cooperation (GIZ) – *Bonn, Germany* **Since 11/2023**

- Sector Project "Sustainable Economic Policy and Socio-Ecological Transformation of the Economy".
- Advisory to the Federal Ministry of Economic Cooperation and Development of Germany.
- Thematic areas: industrial, innovation and competition policy; just transition.

COUNTRY ECONOMIST – International Growth Centre – *Dar es Salaam, Tanzania* **10/2017 – 09/2019**
Directed by the London School of Economics and Political Science (LSE) and the University of Oxford

- Wrote analytical policy research papers, policy briefs, and IGC blog entries.
- Conducted country strategy development and managed projects led by academic principal investigators, reaching more than 50% of high policy impact level. Thematic focus: State Effectiveness/Capabilities, Firms, Cities and Energy. IGC Tanzania programme budget: GBP 150,000 per year.
- Submitted project proposals to acquire internal and external funding for research projects.
- Developed networks of research collaboration, and communicated policy research to Tanzanian policy makers, donor agencies (DFID, World Bank, development partners), and local and multinational corporation directors.
- Conducted a study on how to lower capital requirements and interviewed over 100 MSMEs in 16 regions. Led teams of researchers and government officials to review property tax policy, land governance in Dar es Salaam, and local government service delivery.

ECONOMIST, ODI FELLOW – Overseas Development Institute (ODI) – Ministry of Finance, Planning

and Economic Development (Tax Policy Department) – *Kampala, Uganda*

10/2015 – 10/2017

- Provided economic intelligence, technical analysis and evaluation of tax, fiscal and trade policy measures and wrote official reports and policy briefs.
- Supervised the data management for tax revenue forecasting models, wrote monthly revenue performance reports, and concept notes with measures to broaden the tax base, curb tax evasion and enhance tax collection effectiveness.
- Developed effective team working skills whilst responsible for the coordination of inter-departmental taskforces and the relationship with donors such as the IMF, USAID, and the UK-FCDO.
- Managed a cross-departmental team in the reform of the taxation of the agroprocessing industry.
- Coordinated internal meetings and external policy and research collaboration, supervised two interns.

COMPETITIVE INTELLIGENCE ANALYST – Mercado Eletrônico S.A. – *São Paulo, SP, Brazil* **12/2013 – 09/2014**

- Led a client-focused business development analysis for the sales strategy: quantitative/qualitative market mapping with Brazilian and international prospects/channels, clients and competitors, employing time series econometrics and SWOT techniques.
- Elaborated an efficient sales pipeline analysis method, based on Excel VBA, which raised the number of business opportunities in the company's sales pipeline by more than 10%.
- Assured USD 300.000 funding from FINEP (Brazilian funding agency) and managed relationships with service providers.
- Managed and trained two marketing interns.

EDUCATION

PHD DEVELOPMENT ECONOMICS – ZEF (Centre for Development Research), University of Bonn

10/2019 – 10/2023

Title: “The role of transaction costs in strengthening agricultural market linkages to achieve higher welfare in Tanzania”.

Supervisor: Prof. Dr. Joachim von Braun. *Second supervisor:* PD Dr. Alisher Mirzabaev.

Final award: Magna cum laude.

DAAD (German Academic Exchange Service) Scholarship for Development-Related Postgraduate Courses. Structured doctoral program: Bonn International Graduate School for Development Research (BIGS-DR). Completed the Doctoral Certificate Program in Agricultural Economics from German-speaking universities.

Fieldwork: February-May 2022 in rural Tanzania; farmer household questionnaire and qualitative semi-structured interviews with agro-processing firms and key informants.

MSC GLOBALISATION AND DEVELOPMENT – University of Manchester – UK **09/2014 – 09/2015**

Final award: Distinction

Dissertation title: “Growth Effects of Public Spending on Infrastructure and Education in Brazil”.

Supervisor: Dr. Antonio Savoia.

GRADUATE DIPLOMA IN ECONOMICS – Birkbeck, University of London – UK **09/2012 – 07/2013**

Final award: Pass

BSC ECONOMICS – University of São Paulo (FEA-USP) – Brazil

02/2008 – 06/2012

Final grade: 7.3 / 10.0

Dissertation title: “Formal Aspects of the Neoclassical Synthesis Macroeconomics in Historical Perspective”. Awarded with a research scholarship worth USD 3.000 from the Brazilian National Council for Scientific and Technological Development (CNPq).

Supervisor: Prof. Dr. Pedro Garcia Duarte.

HIGH SCHOOL DIPLOMA – Colégio Santa Cruz, São Paulo – Brazil

02/2005 – 12/2007

LANGUAGE AND IT SKILLS

Portuguese: mother tongue

Microsoft Office: Advanced

English: full professional proficiency, C2

Stata (Data Analysis Statistical Software): Advanced

German: professional proficiency, B2

EViews (Econometric Views): Advanced

Spanish: limited professional proficiency, B1

R (programming language): Intermediate

French: conversational, A2

Salesforce CRM: Beginner

PUBLICATIONS

Peer-reviewed articles

Castro, A. B. R., Kornher, L. (2022). “The effect of trade and customs digitalization on agrifood trade: A gravity approach”, *Q Open*, 3-1, pp. 1-33. DOI: <https://doi.org/10.1093/qopen/qoac037>.

Castro, A. B. R., “Effects of agricultural market linkages on small-scale farmers’ welfare: Evidence from Tanzania”, under review.

Castro, A. B. R., Kornher, L., Rugaimukamu, K., Oliveira, G. M. “Linkages between processing firms and small-scale farmers in the Tanzanian cashew nuts sector: Does contract farming help?”, under review.

Pratama, A. B., **Castro, A. B. R.**, Shershunovich, Y., Amber, H. (2023). “Do smart cities perform better in governing the COVID-19 crisis? Empirical evidence from Indonesian cities”, *Urban Governance*, 3-1, pp. 58-66. DOI: <https://doi.org/10.1016/j.ugj.2023.02.003>

Castro, A. B. R., Ortega, A. D. S., Odamtten, D. (2022). “Up around the bend? How transport poverty can lead to social exclusion in a low-income community in Lagos, Nigeria”, *Journal of Transport Geography*, vol. 102, <https://doi.org/10.1016/j.jtrangeo.2022.103388>

Saha, A., **Castro, A. B. R.**, Guariso, D., Shepherd, B., “Technology and the role of South-South trade in Tanzania’s textiles and apparel”, under review.

Book chapters

Saha, A., **Castro, A. B. R.**, Carreras, M., Guariso, D. (2024). “Trade, technology demand and linkages: opportunities and challenges in the Tanzanian textiles and garments sector”, In: Morrissey, O., Semboja, J., Were, M. (eds.): *Sustainability of Economic Development in Tanzania*. Oxford, UK: Oxford University Press.

Working Papers

Saha, A., **Castro, A. B. R.**, Guariso, D. (2020). “Trade, Technology Demand & Linkages: Opportunities & Challenges in the Tanzanian Textiles & Garments Sector”, UNU-WIDER Working Paper: <https://doi.org/10.35188/UNU-WIDER/2020/853-5>

Saha, A., **Castro, A. B. R.**, Guariso, D., Shepherd, B. (2019). “Examining India’s South-South Technology

Transfer in Tanzania: Evidence from Cotton Apparel". IGC Working Paper F-19029-TZA-1: <https://www.theigc.org/wp-content/uploads/2020/03/Saha-et-al-2019-final-paper.pdf>

Guadagno, F., **Castro, A. B. R.**, Wangwe, S., Delera, M. (2019). "Horticulture, and wood and furniture industries in Tanzania: Performance, challenges and potential policy approaches", IGC Working Paper F-40433-TZA-1: <https://www.theigc.org/wp-content/uploads/2019/11/Guadagno-et-al-2019-final-paper.pdf>

CONFERENCE PRESENTATIONS

Paper: "The cashew nut value chain in Tanzania: opportunities for upgrading", 2023 German Development Economics (GDE) Conference, TU Dresden, Germany. **06/2023**

Paper: "The effect of trade and customs digitalization on agrifood trade: A gravity approach", IDOS International Research Conference: *Africa's regional and global integration*, Bonn, Germany. **11/2022**

Paper: "The cashew nut value chain in Tanzania: opportunities for upgrading", 185th EAAE Seminar, University of Göttingen, Germany. **10/2022**

Poster: "The effect of trade and customs digitalization on agrifood trade: A gravity approach", 2022 Agricultural & Applied Economics Association (AAEA) Annual Meeting (*Online*). **08/2022**

Paper: "The effect of trade and customs digitalization on agrifood trade: A gravity approach", 2022 9th EAAE PhD Workshop, University of Parma, Italy. **06/2022**

Paper: "The effect of trade and customs digitalization on agrifood trade: A gravity approach", 2022 German Development Economics (GDE) Conference, University of Hohenheim, Germany. **06/2022**

Paper: "The effect of trade and customs digitalization on agrifood trade: A gravity approach", 2022 Annual Meeting of the Agricultural Economics Society (AES), KU Leuven, Belgium. **04/2022**

Paper: "Impact of agricultural market linkages on small-scale farmers' welfare: Evidence from Tanzania", 31st International Conference of Agricultural Economists (ICAE) (*Online*). **08/2021**

Poster: "Impact of agricultural market linkages on small-scale farmers' welfare: Evidence from Tanzania", 2021 AAEA Annual Meeting (*Online*). **08/2021**

Poster: "Impact of agricultural market linkages on small-scale farmers' welfare: Evidence from Tanzania", 16th EAAE Conference (*Online*). **07/2021**

ONLINE COURSES AND EXTRACURRICULAR ACTIVITIES

MIT/edX – Data Analysis for Social Scientists **11/2019**

Oxford/edX – From Poverty to Prosperity: Understanding Economic Development **06/2018**

UNCTAD – Structural Transformation and Industrial Policy **12/2017**

MIT/edX – The Challenges of Global Poverty and Evaluation of Social Programs **12/2015 and 05/2016**

Participated as in various Model United Nations conferences worldwide, developing rhetoric, interpersonal and communications skills **2006-2013**

Coordinated an online platform of critical analysis of economic and political affairs **2013-2016**

PROFESSIONAL SERVICE

SN Social Sciences – Referee.

PhD students representative in the ZEFb seniors meeting.