

Yusuf Ozkara

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PhD Economist with industry experience at T-Mobile applying causal inference and pricing models at scale. Expertise in economic analysis, model building, and experimental design (A/B testing).

EDUCATION

Boston College - Boston, MA <i>PhD in Economics</i>	2018 - 2024
Massachusetts Institute of Technology - Boston, MA <i>Data Science and Machine Learning</i>	2023 - 2024
University of Paris 1 Panthéon Sorbonne - Paris, France <i>MA in Economics</i>	2014 - 2016
Bogazici University - Istanbul, Turkey <i>BA in Economics</i>	2009 - 2014

SKILLS

- Statistical Modeling, Dynamic Optimization, Machine Learning, Deep Learning
- Data Analysis, Causal Inference, Experimentation, A/B Testing, Forecasting
- Python, SQL, Github, Databricks, Snowflake, AWS (Sagemaker), Matlab, Dynare, Stata, Jira, PyTorch

EXPERIENCE

Data Scientist <i>T-Mobile, Bellevue, WA</i>	January 2025 - Present
<ul style="list-style-type: none">• Quantified the causal impact of promotions on sales, customer tenure, and CLV using difference-in-differences models and controlled A/B experiments• Partnered cross-functionally with the Strategy, Pricing, Marketing, and Data Engineering teams• Presented results to executives providing actionable strategies that optimized future promotions and pricing	
Data Scientist Intern - Pricing and Promotions <i>Udemy Inc, San Francisco, CA</i>	Summer 2024
<ul style="list-style-type: none">• Designed and implemented structural models (logistic, random coefficient (BLP)), pricing over 100,000 courses while accounting for cross-price elasticities, customer types, and demand substitution patterns• Productionalized optimized prices, introducing a joint price optimization technique, resulting in an expected 5% increase in incremental revenue• Collaborated with the Pricing, Product Analytics, Marketing, and Data Engineering teams to optimize course prices and enhance the company's subscription business model	
Teaching Fellow (Instructor) - Econometric Methods <i>Boston College, Chestnut Hill, MA</i>	2023 – 2024
<ul style="list-style-type: none">• Designed and instructed 3 sections of undergraduate econometrics courses	
Teaching Assistant <i>Harvard University, Cambridge, MA</i>	Summer 2022 & 2023
<ul style="list-style-type: none">• Served as a TA for Harvard's Principles of Economics course in the summers of 2022 and 2023	
Teaching Assistant <i>Boston College, Chestnut Hill, MA</i>	2018 - 2023
<ul style="list-style-type: none">• Worked as a TA for multiple courses, including Statistics, Financial Econometrics, Game Theory, Health Economics and Principles of Economics	

PAPERS

- [Intangible Capital and the Technology of Scale: Disentangling Scalability from Market Power](#)
- [Intangible Capital Meets Skilled Labor: The Implications for Productivity Dynamism](#)
- [Market Concentration, Income Inequality, and Business Cycles](#)