

# Germano Wallerstein

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## EDUCATION

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| <b>University of Michigan</b><br>Ph.D. in Economics                  | 2020 - 2026 (Expected)<br>Ann Arbor, U.S.A. |
| <b>University of São Paulo</b><br>M.A. in Economics                  | 2018 - 2020<br>São Paulo, Brazil            |
| <b>Federal University of Pernambuco</b><br>B.A. in Economic Sciences | 2014 - 2017<br>Recife, Brazil               |

## FIELDS

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International Economics, Macroeconomics

## DISSERTATION

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**Exporter Entry, Expansion, and the Skill Premium** **Job Market Paper**

This paper examines the heterogeneous effects of international trade on within-country inequality by decomposing trade's impact into two distinct channels: firm entry into export markets and the expansion of incumbent exporters. Using matched employer-employee data covering the universe of formal workers and exporting firms in Brazil, I document a novel fact: these two adjustment margins differ fundamentally in their skill composition of labor. Export market entry increases demand for white-collar workers relative to blue-collar workers, while the converse holds for expansion of incumbent exporters. I develop a quantitative trade model that incorporates this heterogeneity, where the relative importance of these margins critically determines how trade affects the skill premium. In the model, the entry margin dominates during initial phases of trade liberalization, explaining the significant increase in skill premium observed in many developing economies following large trade liberalization episodes. Using the model, I find that trade explains 37% of the rise of the skill premium in Brazil between 1995 and 2002, while it contributed to 5% of its decrease between 2003 and 2014.

**Rural Productivity, Urban Transformation** (with Lucas Dias)

**Multilocation Firms, Functional Specialization, and Place-Based Policies** (with Razi Iqbal)

## RESEARCH EXPERIENCE

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|-------------------------------------------------------------------------------|-------------|
| <b>Research Assistant for Prof. Andrei Levchenko</b> , University of Michigan | 2025        |
| <b>Research Assistant for Prof. Pablo Ottonello</b> , University of Michigan  | 2022-2023   |
| <b>Research Assistant for Prof. Andres Blanco</b> , University of Michigan    | Summer 2022 |

## TEACHING EXPERIENCE

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| <b>Graduate Student Instructor</b> , University of Michigan<br>Tutor for the Macroeconomics Preliminary Exam (Ph.D.)<br>Introductory Macroeconomics and Intermediate Macroeconomics (Undergraduate) | 2021-2025 |
| <b>Teaching Assistant</b> , University of São Paulo<br>Microeconomics II and Econometrics I (Graduate)<br>Microeconomics II (Undergraduate)                                                         | 2018-2019 |
| <b>Teaching Assistant</b> , Federal University of Pernambuco<br>Elements of Mathematical Economics I and II (Undergraduate)                                                                         | 2015-2016 |

## AWARDS AND SCHOLARSHIPS

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| <b>Rackham Graduate Student Research Grant</b>                          | 2023      |
| <b>Distinction on Macroeconomics Field Exam, University of Michigan</b> | 2022      |
| <b>Robert V. Roosa First Year Fellowship, University of Michigan</b>    | 2020      |
| <b>CNPq Masters Scholarship</b>                                         | 2018-2020 |
| <b>CNPq High School Scholarship</b>                                     | 2012      |

## SKILLS

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### Programming Languages

MatLab, R, Stata

### Languages

Portuguese (native), English (fluent), Spanish (advanced), French (intermediate)

## CITIZENSHIP

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Brazil and Germany

## REFERENCES

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### Javier Cravino

*Associate Professor*  
Department of Economics  
University of Michigan  
jcravino@umich.edu

### Andrei Levchenko

*John W. Sweetland Professor of International Economics*  
Department of Economics  
University of Michigan  
alev@umich.edu

### Sebastian Sotelo

*Associate Professor*  
Department of Economics  
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### Jagadeesh Sivadasan

*Buzz and Judy Newton Professor of Business Administration*  
Ross School of Business  
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