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Education

Boston University
Ph.D. Economics, 2021 - 2027 (expected)
São Paulo School of Economics, FGV
M.Sc. Economics, 2021
Specialization in Economics, 2018
University of São Paulo
B.E. Industrial Engineering, 2013

Fields

Microeconomic Theory
Industrial Organization
Behavioral Economics

Working Papers

"A Model for Strategic Obfuscation: Stealth Startups, Clauses, and Add-ons." January 2023. (with D. Monte)

Obfuscation is ubiquitous and often intentional. This paper considers an uninformed Principal who chooses how costly it will be for an Agent to obtain and process new information. Thus, obfuscation and transparency are endogenous to the problem at hand. Using a rational inattention framework, we study the Principal's optimal induced cost of processing information and examine necessary and sufficient conditions for obfuscation. We characterize the Principal's optimal obfuscation for the class of state-independent preferences. We apply our model to examples such as stealth startups, companies with unnecessarily complicated contracts, and firms whose products have varying features that disguise add-ons.

Work In Progress

"Uncertain Prices and Competition: Who Absorbs the Risk?" October 2025

I study the effects of uncertain prices on competition by risk-neutral firms producing the same homogeneous good. Prices may be uncertain due to exogenous shocks (such as tariffs on imported inputs) that are not yet observed at the time of purchase. Consumers are risk-averse and know they do not observe the real price, so they must make consumption decisions based on an objective price distribution. Firms choose not only the expected price, but also whether to absorb the shock and offer a fixed price at the time of purchase. I find that competition pushes towards uncertainty. While a single monopolist would choose to absorb all the price risk, two firms competing à la Bertrand prefer uncertain prices, as the risk-averse consumer then hedges by buying from both firms. This allows the competing firms to price above marginal cost.

Working Experience

Research Assistant for Krishna Dasaratha, Boston University, 2026
Research Assistant for Chiara Margaria, Boston University, 2025.
Research Assistant for Krishna Dasaratha, Boston University, 2024.
Research Assistant for Juan Ortner, Boston University, 2023 – 2024.
Research Assistant for Guilherme Lichand and Gustavo Fernandes, FGV, 2019 – 2020.
Instructor and Consultant at Cartes Consultoria & Treinamento, São Paulo – Brazil, 2015 – 2019.
Trainee in Advisory Services in Structured Finance, KPMG, São Paulo - Brazil, 2014.
Marketing Analyst, Vital Work, São Paulo – Brazil, 2013-2014.

Teaching Experience

Department of Economics, Boston University

Instructor of Record

- PhD Math Camp, Department of Economics, Boston University, Summer 2025.
- EC332: Market Structure and Economic Performance (Undergraduate), Summer 2024.

Teaching Fellow

- EC705: Introduction to Mathematical and Computational Economics (Graduate), Fall 2025.
- EC703: Microeconomic Theory (Graduate), Spring 2023.
- EC101: Introduction to Microeconomics (Undergraduate), Fall 2022.

São Paulo School of Economics, FGV

Teaching Fellow

- Mathematics for Economists (Graduate), 2020.
- Interpretations of Brazil (Undergraduate), 2020.
- Project I (Undergraduate), 2019.

Conferences & Seminars

New England Economics PhD Conference, 2026
3B (BU, BC, Brown) Theory Workshop, 2025.
Theory Workshop, Boston University, 2024.
3B (BU, BC, Brown) Theory Workshop, 2023.
Theory Workshop, Boston University, 2023
Thesis/Dissertation Seminar, FGV, 2020.

Academic Service

Referee for *Brazilian Review of Econometrics*.

Department Service

Webmaster for Theoretical Research in Development Economics (ThReD), 2024-2026.
Co-organizer of the Micro Theory Reading Group at Boston University, 2023-2024.

Fellowships & Awards

Merit scholarship for the 6th place at 2019 ANPEC, São Paulo School of Economics, 2019 - 2021
CAPES, 2019 – 2021.
2nd place in the Proctor & Gamble Best Product Design Award, 2012.

Computer Skills

R, MATLAB, STATA, Mathematica, VBA, Python, LaTeX, Git.

Languages

English (fluent), Portuguese (native), Spanish (intermediate).

Citizenship

US (Green Card), Brazil, Portugal

Last updated: May 2026.