

HERNAN WINKLER

Senior Economist & Global Lead on Jobs | World Bank, Poverty and Equity GP – LAC
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Development economist with 15+ years at the World Bank specializing in labor markets, poverty measurement, and the distributional impacts of technology. Currently serving as Global Lead on Jobs and as Senior Economist in the LAC Poverty Team, leading analytical work on generative AI, job quality, and poverty. UCLA graduate with 18 peer-reviewed publications in leading journals, extensive policy experience across several countries, and a strong record of translating research into policy impact through government dialogue and high-profile media and international platforms. Ranked in the top 5% of economists worldwide for publications over the last 10 years, according to RePEC/IDEAS aggregate rankings (73,000+ registered authors).

EDUCATION

- Ph.D., Economics** | University of California, Los Angeles (UCLA), 2011
- M.A., Economics** | University of California, Los Angeles (UCLA), 2008
- M.A., Economics** | Universidad Nacional de La Plata, Argentina, 2004
- B.A., Economics** | Universidad Nacional de Rosario, Argentina, 2002 (2nd in graduating cohort)

PROFESSIONAL EXPERIENCE

World Bank | Washington, DC

Global Lead on Jobs & Senior Economist, Poverty and Equity GP – Latin America and Caribbean (2023–present)

- Lead biannual Regional Poverty and Inequality Updates and Regional Jobs Updates for LAC
- Advise senior leadership about the impacts of policies and shocks on poverty and inequality.
- Co-lead the harmonization and curation of the largest microdata collection of household and labor force surveys for Latin America (SEDLAC/LABLAC), supporting poverty and labor market analysis across 20+ countries.
- Manage and mentor a team of economists and data scientists.
- Lead a research program on generative AI and labor markets, producing two World Bank Policy Research Working Papers and multiple high-profile media engagements (CNN en Español, France 24, NPR).

Amazon | Arlington, VA

Senior Economist (2022–2023)

- Advised business leaders on pricing decisions using large-scale internal data and causal inference methods.

World Bank | Washington, DC

Senior Economist / Economist / Consultant – Poverty, Jobs, Chief Economist Office (ECA) (2011–2022)

- Led and contributed to several flagship regional reports on the digital economy, aging, and access to finance.
- Produced jobs diagnostics for Jordan, El Salvador, and the Dominican Republic; contributed to regional flagship reports across LAC and Europe & Central Asia.
- Led research on the labor market effects of technology, trade, and informality, resulting in multiple peer-reviewed publications and World Bank policy reports.
- Co-led the IFC Country Private Sector Diagnostic for Peru and provided analytical inputs to the IMF Article IV consultation for Peru.

UCLA

Research & Teaching Assistant, Department of Economics (2007–2011)

CEDLAS, Universidad Nacional de La Plata

Researcher & Teaching Assistant (2003–2006)

AFFILIATIONS

Associate Researcher, CEDLAS – Universidad Nacional de La Plata, Argentina (2022–present)

REFEREED PUBLICATIONS

Listed in reverse chronological order.

18. ["Neither by Land nor by Sea: The Rise of Electronic Remittances during an Emergency."](#) *Brazilian Review of Econometrics*, forthcoming. (with L. Dinarte, D. Jaime and E. Medina)
17. ["The Welfare Effects of Mobile Broadband Internet: Evidence from Nigeria."](#) *Journal of Development Economics* (2024): 103314. (with K. Bahia, P. Castells, G. Cruz, T. Masaki, X. Pedros, T. Pfitze and C. Rodriguez-Castelan)
16. ["Tracing the Local Impacts of Exports on Poverty and Inequality in Mexico."](#) *Journal of Development Studies* (2024): 1–29. (with C. Rodriguez-Castelan and E. Vazquez)
15. ["Explaining the Evolution of Job Tenure in Europe, 1995–2019."](#) *IZA Journal of Labor Policy* 13.1 (2023). (with M. Bussolo, D. Capelle, M. Lokshin, I. Torre)
14. ["The long-term impact of a resource-based fiscal windfall: Evidence from the Peruvian canon."](#) *Resources Policy* 87 (2023): 104305. (with F. Aragon)
13. ["Jobs' Amenability to Working from Home: Evidence from Skills Surveys for 53 Countries."](#) *Economia, LACEA* 22.1 (2023). (with M. Hatayama and M. Viollaz)
12. ["The Unintended Consequences of Deportations: Evidence from Firm Behavior in El Salvador."](#) *Economic Development and Cultural Change* 71.4 (2023): 1331–1358. (with A. Bandiera, M. Sviatschi, S. Rozo, C. Schmidt-Padilla and L. Dinarte)
11. ["Does the Internet Reduce Gender Gaps? The Case of Jordan."](#) *Journal of Development Studies* 58.3 (2022): 436–453. (with M. Viollaz)
10. ["Who on Earth Can Work from Home?"](#) *World Bank Research Observer* 36.1 (2021): 67–100. (with D. Garrote Sanchez, N. Gomez Parra, C. Ozden, B. Rijkers and M. Viollaz)
9. ["Is Informality Good for Business? The Impacts of IDP Inflows on Formal Firms."](#) *Journal of Human Resources* (2019). (with S. Rozo)
8. ["How do telecommunications reforms affect labor market arrangements? Evidence from Central and Western Europe."](#) *Economics of Transition and Institutional Change* 27.3 (2019): 745–762. (with E. Vazquez)
7. ["The Effect of Income Inequality on Political Polarization: Evidence from European Regions, 2002–2014."](#) *Economics & Politics* 31.2 (2019): 137–162.
6. ["The labor market effects of financial crises: the role of temporary contracts in Central and Western Europe."](#) *Economics of Transition* 26.1 (2018): 35–60. (with S. Sharma)
5. ["Why are the elderly more averse to immigration when they are more likely to benefit? Evidence across countries."](#) *International Migration Review* 52.4 (2018): 1250–1282. (with S. Schotte)
4. ["Greying the Budget: Aging and Preferences over Public Policies."](#) *Kyklos* 70.1 (2017): 70–96. (with L. de Mello, E. Tiongson and S. Schotte)
3. ["How does the internet affect migration decisions?"](#) *Applied Economics Letters* 4.16 (2016): 1194–1198.
2. ["Income Inequality and Violent Crime: Evidence from Mexico's Drug War."](#) *Journal of Development Economics* 120 (2016): 128–143. (with C. Rodriguez-Castelan, T. Enamorado, L. Lopez-Calva)
1. ["The Effect of Rising Income Inequality on Taxation and Public Expenditures: Evidence from U.S. Municipalities and School Districts, 1970–2000."](#) *Review of Economics and Statistics* 95.4 (2013): 1291–1302. (with L. Platt Boustan, F. Ferreira, E. Zolt)

WORKING PAPERS & POLICY RESEARCH

GenAI & Technology

["Disruption without Dividend? How the Digital Divide and Task Differences Split GenAI's Global Impact."](#) *World Bank Policy Research Working Paper 11328, March 2026.* (with P. Gmyrek and M. Violaz)

["Buffer or Bottleneck? Employment Exposure to Generative AI and the Digital Divide in Latin America."](#) *World Bank Policy Research Working Paper 10863, July 2024.* (with P. Gmyrek and S. Garganta)

["Does automation in developed countries hurt developing ones? Evidence from US and Mexico."](#) *World Bank Policy Research Working Paper 8741, 2019.* (with E. Artuc and L. Christiaensen)

["From Ghana to America: The Task Content of Jobs and Economic Development."](#) *World Bank Policy Research Working Paper 8758, 2019.* (with S. LoBello and M.L. Sanchez Puerta)

Labor Markets

["Does the Enforcement of Labor Regulations Reduce Informality? The Case of Peru."](#) *CEDLAS Working Paper 363, January 2026. Under review.* (with F. Pinto and Y. Valdivia)

["Measuring Green Jobs: A New Database for Latin America and Other Regions."](#) *World Bank Policy Research Working Paper 10794, June 2024.* (with V. Di Maro, K. Montoya, S. Olivieri and E. Vazquez)

["When Coal Leaves Town: Can Local Governments Help?"](#) *SSRN Working Paper, 2021.*

["The Impacts of COVID-19 on Informal Labor Markets: Evidence from Peru."](#) *World Bank Policy Research Working Paper 9675, 2021.* (with R. Cueva and X. del Carpio)

["Does Job Polarization Explain the Rise in Earnings Inequality? Evidence from Europe."](#) *World Bank Policy Research Working Paper 8652, 2018.* (with M. Bussolo and I. Torre)

["NDC Schemes and the Labor Market: Issues and Options."](#) *Social Protection and Jobs Discussion Paper No. 1914, 2019.* (with R. Holzmann and D. Robalino)

["Extending Social Insurance to Informal Workers."](#) *Jobs Group Solutions Note, World Bank, 2017.* (with E. Ruppert Bulmer and H. Mote)

["European Informality: A Study of Kosovo's Shadow Economy."](#) *Background paper for the Kosovo Jobs Diagnostics, World Bank, 2017.* (with M. Ajwad and E. Vazquez)

["Productivity growth and convergence in Russia: a dynamic firm-level diagnostic."](#) *Background paper for the Systematic Country Diagnostic of the Russian Federation, 2020.* (with A. Cusolito)

["Inequality, Relative Income and Newborn Health."](#) *Working paper, 2013.* (with A. Aizer and F. Borrescio-Higa)

["The Effect of Homeownership on Geographic Mobility and Labor Market Outcomes."](#) *Society for Economic Dynamics No. 196, 2011.*

["Employability in Southern Cone."](#) *Inter-American Development Bank, 2006.* (with L. Gasparini, M. Busso and F. Haimovich)

Poverty & Inequality

["Asymmetric Adaptation to Heat and Energy Poverty."](#) *CAF Working Paper, May 2026.* (with A. Camacho, L. Gasparini, L. Laguinde and J. Puig)

["What is behind the decline in poverty since 2000? Evidence from Bangladesh, Peru and Thailand."](#) *World Bank Policy Research Working Paper 6199, 2013.* (with G. Inchauste, S. Olivieri and J. Saavedra)

["Is Labor Income Responsible for Poverty Reduction? A Decomposition Approach."](#) *World Bank Policy Research Working Paper 6414, 2013.* (with J.P. Azevedo, G. Inchauste, S. Olivieri and J. Saavedra)

["Decomposing Distributional Changes in Pakistan."](#) *World Bank Policy Paper Series on Pakistan PK 12/12, 2012.* (with G. Inchauste)

["When Job Earnings Are behind Poverty Reduction."](#) *Economic Premise, 2012.* (with J.P. Azevedo, G. Inchauste, S. Olivieri and J. Saavedra)

["Poverty and inequality projections."](#) *Annex IV in IMF's Peru 2021 Article IV Consultation.* (with R. Cueva)

["Income Distribution in Latin America: Exploring Differences across Countries."](#) *CEDLAS Working Paper No. 34, 2006.* (with L. Gasparini and F. Haimovich)

WORLD BANK BOOKS & INSTITUTIONAL REPORTS

1. ["Understanding Changes in Poverty." Directions in Development. World Bank, 2014.](#) (with G. Inchauste, J.P. Azevedo, B. Essama-Nssah, S. Olivieri, T. Van Nguyen and J. Saavedra-Chanduvi)
2. ["Reaping the Digital Dividends: Leveraging the Internet for Development in Europe and Central Asia." World Bank, 2016.](#) (with T. Kelly, A. Liaplina and S. Tan)
3. ["Jordan Jobs Diagnostic." Jobs Series No. 18, World Bank, 2019.](#) (with A. Gonzalez)
4. ["El Salvador Jobs Diagnostic." Jobs Series No. 24, World Bank, 2020.](#) (with N. Banegas)
5. ["Dominican Republic Jobs Diagnostic." Jobs Series No. 28, World Bank, 2021.](#) (with M. Montenegro)
6. ["Creating Markets in Peru." Country Private Sector Diagnostic, IFC–World Bank, 2023.](#) (with J. Salhab and L. Johannes)

SELECTED CONTRIBUTIONS TO WORLD BANK REPORTS

Chapters, sections, and core team contributions to major flagship reports.

- **Team Leader:** Regional Poverty and Inequality Update Oct 2025; Regional Jobs Update Spring 2025; Regional Poverty and Inequality Update Oct 2024; Regional Poverty and Inequality Update Spring 2024.
- **Core team:** Rising Strong: Peru Poverty and Equity Assessment (2023); From Infection to Inflation – LAC (2023); The Gradual Rise and Rapid Decline of the Middle Class in LAC (2021).
- "Diagnostics: Addressing Inequality in the Labor Market", Ch. 3 in Building an Equitable Society in Colombia, World Bank, 2021.
- "Connectivity and Firms", Ch. 3 in Critical Connections: Promoting Economic Growth and Resilience in Europe and Central Asia, World Bank, 2018.
- "Jobs and Firms' External Financing Conditions", Ch. 3 in Risk and Returns: Managing Financial Trade-Offs for Inclusive Growth in Europe and Central Asia, World Bank, 2016.
- "Diversification and Development", in Diversified Development: Making the Most of Natural Resources in Eurasia, World Bank, 2014.
- "Overcoming the Legacy of Expanding Populations", Ch. 6 in Golden Aging: Prospects for Healthy, Active, and Prosperous Aging in Europe and Central Asia, World Bank, 2015.
- Labor market sections in: Trade in Transition – ECA Economic Update (2017); Poland Energy Transition (2018).
- Analysis of political polarization and jobs in Polarization and Populism – ECA Economic Update, 2016.

POLICY IMPACT & MEDIA

Broadcast & International Media

- [Bloomberg](#) – Latin American Youth Jobs (November 2025)
- [Oppenheimer Presenta, CNN en Español](#) – Latin American AI leaders (December 2024)
- [France24 #InvitadodelDíaF24](#) – Generative AI and automation risk in Latin America (August 2024)
- [NPR](#) – How increased automation among American companies affects jobs abroad (April 2019)
- [Slate](#) (2014) | [El País](#) (2014) | [International Business Times](#) (2013) | [Diario Gestión](#) (2020)

Podcasts & Blogs

- [The jobs challenge: why better work means better lives in Latin America and the Caribbean](#) – World Bank LAC Blog, January 2026
- [Beyond the numbers: Key trends reshaping Latin American jobs](#) – World Bank Data Blog, June 2025
- [ILO Future of Work Podcast](#) – GenAI impact in Latin America (January 2025)

- [Artificial intelligence is transforming middle-class jobs. Can it also help the poor?](#) – Brookings Future Development, January 2025
- [Poverty in Latin America: 10 facts you need to know for 2024](#) – World Bank Data Blog, November 2024
- [Nine key facts about poverty and inequality in Latin America and the Caribbean](#) – World Bank Data Blog, July 2024
- [Are robots in Michigan destroying jobs in Chihuahua?](#) – Brookings Future Development, February 2019
- [Is Informality Bad for Business?](#) – Brookings Future Development, October 2019
- [Why do elderly people oppose immigration when they're most likely to benefit?](#) – Brookings Future Development, July 2015
- **Additional posts:** [World Bank Jobs Blog](#), [World Bank Data Blog](#), [WEF Agenda](#) (multiple posts, 2013–2025)

FELLOWSHIPS & AWARDS

- Best Innovative Policy Database Award (Green Jobs Database), World Bank LAC Chief Economist Office, 2024
- Award of the Vice President of Poverty Reduction and Equity, World Bank, 2014
- UCLA Ziman Center for Real Estate Research Fellowship, 2009–2011
- Fellowship, Department of Economics, UCLA, 2006–2011
- "Elías Salama Award" – Best Paper on Monetary and International Economics, Universidad Nacional de La Plata, 2005
- CONICET Scholarship for Master's Thesis, 2005–2006
- First Prize, Best Paper using ISCA Surveys, World Bank, 2004
- Fellowship, Department of Economics, UNLP, 2002–2004

EDITORIAL & REFEREEING ACTIVITY

American Economic Journal: Economic Policy; Journal of Development Economics; Labour Economics; World Bank Economic Review; Journal of Economic Behavior and Organization; Journal of Urban Economics; Journal of Public Economics; Journal of the European Economic Association; National Tax Journal; Journal of Regional Science; Economica; Economics & Politics; Journal of Economic Inequality; Latin America Research Review; International Migration Review; Applied Economic Letters; Social Science Research.

SELECTED CONFERENCE PRESENTATIONS

- Jobs and Development Conference, Washington DC (2019, 2021)
- Robots and Jobs Forum, Washington DC (2020)
- ILO Centenary Celebrations, Amman (2019); Jordan Strategic Forum, Amman (2019)
- ECINEQ, New York (2017); UNCTAD E-Commerce Week, Geneva (2017); EUROSTAT User Conference, Mannheim (2017)
- Impacts of Refugees and IDPs on Host Communities Conference, Washington (2017)
- Workshop on Aging in Eastern Europe, Munich (2014)
- LACEA Meetings, Lima (2012); Society for Economic Dynamics, Gent (2011); FED Cleveland (2011)
- UCLA Applied Microeconomics Proseminar (multiple presentations, 2008–2010)
- Symposium on Poverty, Inequality and Policy in Latin America, University of Göttingen (2005)
- Annual Meeting of the Argentine Economic Association, Mendoza (2003, 2005); Monetary and International Economics Meeting, UNLP (2005)

PERSONAL

Citizenship: United States / Argentina