

**Jean Pierre Zavala** | Lubbock, TX | +1-765-631-9026 | jeazaval@ttu.edu

## EDUCATION

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### **Texas Tech University – United States of America**

- PhD. Agricultural & Applied Economics

**Aug 2025 – Present**

### **Purdue University – United States of America**

- MSc. Horticulture Economics

**Jan 2024 – May 2025**

Thesis: "HortCalculator: An economic decision-making tool for leafy green production".

### **Polytechnic University of Catalonia – Spain**

- MBA with minor in Neuromarketing

**Oct 2018 – Aug 2019**

Final project: "Import and distribution of Alessia brand aroma diffusers from China to Barcelona".

### **Zamorano Pan-American Agricultural School - Honduras**

- B.Sc. Agribusiness Management

**Jan 2011 – Dec 2014**

Thesis: "Cost performance of SMEs at different scales: a case analysis".

## RESEARCH EXPERIENCE

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### **Graduate Research Assistant. Texas Tech University**

**Aug 2025 – Present**

- Assisting in the development of a grocery app that integrates real-time prices and nutrition data to help consumers optimize food purchases for cost savings and nutritional value.

### **Researcher. Purdue University**

**May 2025 – Aug 2025**

- Conducted post-graduate research at Purdue University, co-authoring two scientific journal papers and contributing to peer-reviewed publications.
- Collaborated on the development and launch of the HortCalculator, an online decision-support tool for specialty crop farmers.

### **Graduate Research Assistant. Purdue University**

**Jan 2024 – May 2025**

#### **Horticulture economics, risk assessment, decision-making online tool:**

- Investigated the economic feasibility of introducing biological control in specialty crops in high tunnels.
- Co-developed an online financial tool to measure key performance indicators for biological control in specialty crop production.
- Extension and inclusion program with over 40 youth in agricultural finance.
- Presented at over 16 conferences, symposiums, meetings, and farm days as part of my Extension commitment in Ohio, Indiana, Illinois, New Hampshire, and New Orleans.
- Co-developed a webinar series on using financial indicators for informed decision-making for specialty crops production.

### **Research Scholar. Purdue University**

**Dec 2022 – Dec 2023**

#### **Horticulture economics, Hemp economics, financial and budget planning:**

- Developed decision making tools based on sensitivity and break-even analyses for specialty crop production.
- Data analysis for hemp from the marketing and finance perspective.

### **Research Scholar. Ohio State University**

**May 2022 – Dec 2022**

#### **Corn production and cropping systems:**

- Created a comprehensive 50-year data base for Ohio corn performance testing.
- Conducted fieldwork in corn production.

## PROFESSIONAL EXPERIENCE

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### **State Analyst, Government of Los Rios, Ecuador**

**Aug 2019 – May 2022**

- Developed projects for small farmers with budgets over \$2 million US dollars.

- Provided extension services and training for farmers in corn, cocoa beans, plantain programs.; including instruction in marketing, sales and finance.
- Conducted mergers and acquisitions (M&A) analysis to identify opportunities for consolidation and growth within the agricultural sector.

**Regional Director, Secretary of Agriculture & Livestock, Ecuador****Jul 2017 – Feb 2018**

- Led multiple projects for cocoa beans and horticulture growers in partnership with UN and Europeans embassies, reaching \$1 million dollar in grants.
- Extension and public policy maker.

**Department Head, Secretary of Agriculture & Livestock, Ecuador****Apr 2015 – Jun 2017**

- Managed and developed statistics and geographic information to support policy decision-making for corn.

**INTERNSHIP EXPERIENCE****Poultry Intern, Sde Boker Farm, Israel****Jan 2014 - May 2014**

- Assist in project management to support planning and coordination of the hatchery.

**LANGUAGES AND COMPUTER SKILLS**

- **Languages:** Spanish (Native language), English (proficient). Hebrew (daily basic words).
- **Programming languages and statistical software programs:** Stata (Intermediate).
- **Spreadsheet editor program:** Microsoft Excel, PowerPoint, Tableau (Advance).

**PUBLICATIONS AND PRESENTATIONS****Publications**

1. **Zavala, J.**, Torres, A.P., Willden, S., Ingwell, L., Langemeier, M. (TBD). Financial tool calculator for biological control in spinach production in high tunnels.
2. Cantuaria, J., **Zavala, J.**, Lindsey, A., Thomison, P., Geller, A., Minyo, R., and Ortez, O. (2024). Historical Changes and Yield in the Ohio Corn Performance Test: a 50-year Summary. *Agronomy Journal*.
3. Cantuaria, J., **Zavala, J.**, Lindsey, A., Thomison, P., Geller, A., Minyo, R., and Ortez, O. 2024. An overview of the Ohio Corn Performance Test – Trends over 50 years. *Agronomy Journal*. <https://acsess.onlinelibrary.wiley.com/doi/epdf/10.1002/agj2.21727>
4. **Zavala, J.**, and Torres, A. (2024). Economics of biocontrol. 2024 AAEA Annual Meeting, New Orleans.
5. Willden, S., **Zavala, J.**, Torres, A., and Ingwell, L. 2024. Biopesticides and beneficial insects. *Veg Connections*. <https://vegetablegrowersnews.com/article/veg-connections-biopesticides-and-beneficial-insects/>
6. **Zavala, J.**, Villier, S., Sanchez, P., Torres, A., Meyers, S., Bolt, M., and Long, E. 2023. Pest Management of Hemp. Purdue Extension Education Store. [https://edustore.purdue.edu/item.asp?Item\\_Number=HO-339-W](https://edustore.purdue.edu/item.asp?Item_Number=HO-339-W)
7. **Zavala, J.**, Villier, S., Sanchez, P., Torres, A., Meyers, S., Bolt, M., and Long, E. 2023. Business Characteristics of Hemp: Agronomic and Marketing Barriers. Purdue Extension Education Store. [https://edustore.purdue.edu/item.asp?Item\\_Number=HO-340-W](https://edustore.purdue.edu/item.asp?Item_Number=HO-340-W)
8. **Zavala, J.**, Minyo, R., Geyer, A. B., Thomison, P. R., & Ortez, O. 2022. Ohio Corn Performance Test: A 50 Year Summary [Abstract]. ASA, CSSA, SSSA International Annual Meeting, Baltimore, MD. <https://scisoc.confex.com/scisoc/2022am/meetingapp.cgi/Paper/143774>

**Presentations**

1. **Zavala, J.**, Torres, A.P., Marques, J., Munoz, M., Baravaglia, A., Hernandez, A. 2024. HortCalculator: an financial tool for decision making in specialty crops production. <https://www.purdue.edu/hla/sites/hortbusiness/projects/hortcalculator/>
2. **Zavala, J.**, Willden, S.A., Ingwell, L.L. and A.P. Torres. 2024. Economics of biocontrol. International Plant Propagators Society Eastern Region Annual Conference. Columbus, OH. Sep. 23-Sep 25, 2024. (poster presentation).
3. **Zavala, J.**, Torres, A.P. Financial tool calculator for biological control in specialty crops under high tunnel. Graduate Extension Competition. 2024 AAEA Annual Meeting.

4. **Zavala, J.**, Torres, A.P. Economics of biocontrol. Track session. 2024 AAEA Annual Meeting.
5. **Zavala, J.**, Thilmany, E., Nwaonu, D. Data analysis competition. 2024 AAEA Annual Meeting.
6. **Zavala, J.**, Willden, S.A., Ingwell, L.L., Torres. 2024. Economics of biocontrol. Indiana Small Farm Conference. Danville, IN. Feb. 29-Mar 1, 2024. (poster presentation)
7. **Zavala, J.**, Willden, S., Ingwell, L., Torres, A.P. 2024. Economics of biocontrol. Purdue Small Farm Conference, Danville, Indiana, February 2024 (Poster presentation).
8. **Zavala, J.**, Torres, A.P. 2024. Economics of biological control. Indiana Horticulture Conference and Expo, Danville, Indiana. January 2024.
9. **Zavala, J.**, Torres, A.P. 2024. Economics of biological control in Spanish. Indiana Green Expo, Indianapolis, Indiana. January 2024.
10. Torres, A.P., **Zavala, J.** 2023. Economics of Biocontrol. 2023 New Hampshire High Tunnel Conference, West Lebanon, NH. December 2023.
11. **Zavala, J.** Torres, A.P. 2023. Economic feasibility of pest management strategies for winter spinach under high tunnels. Biological control in winter high tunnels. Webinar, October 2023.
12. Willden, S.A., Wallingford, A., Guan, W., **Zavala, J.**, and Ingwell, L.L. 2023. High Tunnel Crop and Pest Management. Organized by the SCRI high tunnel team and hosted by University of New Hampshire. Oct. 23, 2023 (65 attendees) Link to webinar: <https://ag.purdue.edu/departments/entm/extension/scr/resources.html>
13. **Zavala, J.**, Willden, S., Ingwell, L., Torres, A.P. 2023. Economic feasibility of pest management strategies for winter spinach under high tunnels. IX Symposium of Zamorano in the USA, Purdue University, October 2023 (Poster presentation).
14. **Zavala, J.**, Torres, A.P. 2023. Economic feasibility of pest management strategies in high tunnels to increase the resiliency of local food systems. 2023 Horticulture and Landscape Architecture Department Retreat, Purdue University, May 2023.
15. Zavala, J., and Torres, A.P. 2023. Economic feasibility of pest management strategies in high tunnels to increase the resiliency of local food systems. 2023 Digital Ag Showcase, Purdue University, July 2023.

#### Lectures

1. **Zavala, J.** 2024. Tropical Agriculture in Ecuador and economics impacts. HORT 403, Purdue University, Guest Lecture.
2. **Zavala, J.** 2024. How to be an entrepreneur in ag business. Felewe Center, Indianapolis, Guest Lecture.
3. **Zavala, J.** 2023. Agricultural finance. Felewe Center, Indianapolis, Guest Lecture.
4. **Zavala, J.** 2023. Economics of banana production in Ecuador. HORT 403, Purdue University, Guest Lecture.
5. **Zavala, J.** 2023. Economics of biocontrol. HORT 435, Purdue University, Guest Lecture.

#### SELECTED ACHIEVEMENTS

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- 2025 AT&T Chancellor's Graduate Fellowship Recipient.
- 2025 Graduate Extension Award at Purdue University HLA.
- Recipient of 2024 IPPS Eastern Region Conference Scholarship (\$1,000).
- Finalist in the 2024 Student Extension Competition at the AAEA Annual Meeting.
- Extension Travel recipient award USDA AMS/GSS for 2024 AAEA (\$1,200).
- Third place in the 2024 USDA AMS/GSS Local Food Economics Data Visualization.
- Wilson Popenoe Foundation Scholarship for Zamorano University 2014 (\$15,000).

#### CAMPUS ENGAGEMENT

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- **Agriculture & Applied Economics Graduate Student Association.** Vice-President (2025-2026). TTU.
- **Ecuadorians at Purdue.** President (2024-2025). Purdue University.
- **ACE Pantry West Lafayette.** Director (2023-2024). Purdue University.
- **ACE Pantry West Lafayette.** Volunteer (2023). Purdue University.
- **Zamorano Mentoring Program.** Board (2022-2024). Zamorano University.
- **Association of Zamorano Alumni.** Board (2022-2023). Purdue University.

- **Association of Zamorano Alumni.** Board (2022). Ohio State University.

## REFERENCES

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Ariana Torres, Ph.D. **Associate Professor.** Dept. of Horticulture and Ag Economics. Purdue University. [torres2@purdue.edu](mailto:torres2@purdue.edu)

Osler Orteza, Ph.D. **Assistant Professor.** Dept. of Horticulture and Crop Science. Ohio State University. [ortez.5@osu.edu](mailto:ortez.5@osu.edu)

Kathryn Orvis, Ph.D. **Professor.** Dept. of Horticulture. Purdue University. [orvis@purdue.edu](mailto:orvis@purdue.edu)