

February 24, 2012

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301 Grant Street  
Suite 2600  
Pittsburgh, PA 15219-1414  
United States

Dear Mr. Rubiano-Groot,

I am writing in response to the Business Technology Analyst job posting on McKinsey & Company's website. The team-oriented, challenging environment coupled with the diverse array of clients make McKinsey a very appealing place to work. I am confident that my technical and leadership skills, as well as my team-oriented attitude will allow me to excel at McKinsey. My coursework as an Information Systems major at Carnegie Mellon University and my previous internship experiences have certainly prepared me for the Business Technology Analyst position.

In my four years at Carnegie Mellon University, the most rewarding aspect of my education can be seen through my project-based courses where I was able to apply my technical skills to help various organizations solve business problems. Specifically, by implementing a sustainable website for a Pittsburgh-based, non-profit movie theatre, I was able to learn how to tailor a product for a given user--in this case, the user had limited technical abilities. Currently, the client continues to maintain and update the website on a weekly basis. From this experience, I learned the importance of analyzing and evaluating user requirements and tailoring solutions toward those unique requirements. Ultimately, working with a client that lacked a strong technical background, I was able to demonstrate patience, leadership, and responsibility--all of which are qualities that will allow me to positively contribute to McKinsey.

Whereas my coursework has greatly increased my technical knowledge, my summer internships have provided me with the opportunity to apply the knowledge that I learned at Carnegie Mellon. As a rising Junior, I worked for a large Pittsburgh-based asset management firm, Federated Investors, where I was able to lead a group of five senior employees to improve report process procedures. By reengineering the report creation process, I was able to successfully reduce the total creation time from 1.5 hours to only 30 minutes. Moreover, unlike other candidates who probably seem enthusiastic about a career in consulting, my recent experience as an technology consulting intern at Ernst & Young solidified my interest in a consulting. By working on engagements with two insurance firms, I was able to gain experience in interviewing clients and analyzing data to ensure that Sarbanes-Oxley controls are in place to prevent against financial reporting issues. From my experiences, I can confidently say that I will thrive in McKinsey's team-oriented environment.

As a result of the technical skills that I gained from my Information Systems coursework coupled with the business skills that I acquired during my internships, I am confident that I will be able to play a substantial role as a technology analyst for Mckinsey & Co. For more information regarding my academic and extracurricular achievements, please refer to my enclosed resume or contact me via phone ([REDACTED]) or email ([REDACTED]@gmail.com). I would greatly appreciate the opportunity to meet with you at your convenience to discuss my application.

Best Regards,

[REDACTED]