Analyst Questionnaire – Mark A. Russell

Please fill in your name, replacing the highlighted “Your Name” text above with your first and last names, and answer the questions below to the best of your ability. When saving, rename the file by replacing the “Candidate Last Name” portion with your last name.

1) How did you hear about our career opportunities at GEICO?

**I performed a search on Indeed.com for careers with GEICO. I found the job description to be in line with my experience and expertise.**

2) Have you ever applied to or worked for GEICO in the past? If so, when? What were the results?

**No. I have never applied to work for GEICO.**

3) What other jobs/companies are you currently applying for/to?

**Currently, I am neither applying nor in consideration for other positions.**

4) Do you have any current offers? When is your deadline to respond?

**I do not have current offers.**

5) Have you declined any offers? If so, why?

**No, I have not declined an offer.**

6) Do you have the legal right to work in the United States?

**Yes. I am a U.S. citizen**

7) Will you now or in the future require sponsorship for employment visa status? (e.g. H1B, TN1)

**No. I was born in Dallas, TX.**

8) What are your salary requirements?

**My goal is to earn at least $50,000 annually. However, I am open to negotiations.**

9) If applicable, are you willing and able to relocate to the DC metro area? Please provide me with a 1-10 rating on how interested you are in relocating. Why that number?

**I currently have plans to relocate to the D.C. area this spring. It has been a desire of mine to relocate to the area for a few years now. I have a large support base of friends and family to help with my transition. On a scale of 1-10 my desire to relocate is about 100. Why 100? I am the type of individual that knows exactly what I want. I set goals and I accomplish them. D.C. is one of my goals. My home is in the process of being rented and I have already secured a place to stay in D.C. My move date is May 1st , however, I am open to moving sooner depending upon the job requirements.**

10) When are/have you graduating/graduated? When are you able to start a full-time position?

**I graduated in 2011. I am able to start working full-time immediately.**

11) What is your most updated overall GPA score? Within-major GPA?

**My GPA. was 3.03 overall. I am not sure what my within major GPA was. I can request this info from my school is necessary.**

12) Please provide your SAT \ ACT scores including the breakdown of the individual results.

**I took both exams nearly 20 years ago. I do not have copies of the results.**

13) What is/are your long-term career goal(s)?

**My long-term goal is to relocate to D.C. and work for a well-known, established company. Ultimately, I would love to complete my M.B.A., advance within the ranks of GEICO, and retire with GEICO.**

14) What are your top three factors that you are considering when deciding between different companies?

**Company culture by far is tops on my list. I only apply to companies with top ratings on employment review sites. I believe that a happy worker is a productive worker.**

**Secondly, I prefer larger companies with room for growth. I like to network and learn different parts of an organization. I’m great, individually, at my craft and even better as a team member. Large companies tend to allow for more collaboration. They also offer a career path that smaller companies may not have the capacity or ability to provide.**

**Finally, I prefer companies that are forward thinking. There is always a better, more efficient way of completing a task. I like companies who are open to new ideas, innovation, technology, etc.**

15) Why are you interested in specifically working for GEICO?

**Once I read the job description, I knew I wanted to learn more about the company. Of course, as a consumer, I’ve heard of GEICO and absolutely LOVE the commercials. My mom has been with GEICO since before I can remember.**

**With plans to move to the D.C. area this spring, I felt that GEICO would prove a great fit both professionally and personally. I read over 100 short employment reviews online. Most were positive and spelled out exactly what I should expect throughout the employment process.**

16) What motivated you to apply for this particular position?

**I applied for this particular position because my skill-set matches what GEICO is seeking. I like to read descriptions in full to make sure I’m not wasting anyone’s time. I only apply when I feel I can perform the job 100% and provide continued value, support, and expertise.**

**I’ve performed the function as an analyst for several companies and as a freelancer. I’ve run into a number of situations that require out-the-box thinking. Working with numbers, identifying patterns, and discovering the “why” is what I do extremely well.**

17) Could you tell me your story on why you chose your major/field?

**I chose Clark Atlanta University because my favorite author taught Sociology there over 100 years ago. From the age of 14 I knew which school I wanted to attend and which major I would select.**

**I chose my major because business has always been my main interest. I performed well in math in both grade school and college so working with numbers is something I enjoy.**

18) How do you believe your degree and unique skills and experience match up to the requirements of this position?

**My degree was a great first step. However, I never stop learning. Each and every day I make it a point to learn something new. I am always happy for someone else’s success. However, I need to know what they did, how I can perform the same task more efficiently and with better results, and how that new skill can be utilized with my employer (GEICO). In other words, I’m semi competitive. I’m a great team player but I do love to take on challenges that will help me improve in anyway I can.**

**As a freelancer, my clients depend on me to become familiar with their products and provide strategic modeling analytics that will help them make critical business decisions. These decisions directly impact their positioning within their respective market and reflect on my abilities as an analyst.**

**As a valued member of a company such as GEICO, I would ensure that my department collaborates well with other departments that fall under the same umbrella as an analyst such as marketing and sales. I would help identify problems with current methods and offer more efficient, forward-thinking solutions.**

19) Could you tell me about an analytical project that you have worked on that is relevant to this position?

**During my time at LeasePlan U.S.A. I was given a project to identify which local and national car dealerships would be best suited for our preferred vendor program. We analyzed each dealer’s response time, stock/availability, delivery speed, fuel costs, and more. My job was to provide the business with a list of the best-qualified vendors that, combined, covered the continental U.S. I took it a step further and volunteered to take part in contract negotiations with each vendor and ultimately established a program that provided LeasePlan with significant incentives.**

20) When is the best time during regular business hours (EST) to reach you by phone for a 45 minute interview?

**I am available between 8-8pm EST Monday-Friday. This employment process is my priority so I am keeping my schedule flexible over the next few months.**