

# Glen C. Falk, MIT/MBA

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Dear Hiring Manager:

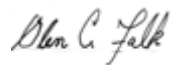
As someone who has spent their entire adult life working with numbers, big data and finance I was thrilled to see the posting for the position of Financial Analyst at Google, the world's foremost Internet-related services and products company. I believe that this position would be a great fit for me and Google because of my work experience in R scripting, SQL development, data analytics, and tracking performance metrics.

I have always had an affinity for numbers and finance which is why I choose my academic major as well as my profession. Throughout my career of progressive financial analysis experience, I have acquired all of the skills and knowledge necessary to succeed in this position. I am a proactive analyst who seeks to innovate and help turn data into actionable insights. In my current role, I was selected to be a member of our employment search committee. Seeing an opportunity for some original thinking and thoughtful analysis, I delved into my creativity to develop an R NLP hiring solution that utilized ML to text mine applicant profiles and quantitatively evaluate the best matches for job postings. This delighted our senior leadership since it meant that the candidate pool was reduced by 25%. I am also someone who loves to develop new tools to handle big data challenges. In my Data Management Specialist position I was responsible for over 1,700 structures and 21 million square feet of facility space. I took the initiative to create a scripting solution to automate our Program Review Annual Reporting Process that resulted in a 50% reduction in processing time.

I absolutely love Financial Analysis using R and SQL. My graduate work in the UGA MIT program was also instrumental in helping me to hone my skillset in these languages. I have been looking for the right place to apply my skills in R and SQL. The Financial Analyst opportunity accomplishes this objective since there is no better place than Google from where I can learn from the best analysts in the financial community.

I am pursuing this opportunity because my goal is to help Google make the best financial decisions that will help drive business profitability and cost reductions throughout the organization. As an inventive, forward-thinking analyst, I welcome a chance to discuss the qualities you value in a Financial Analyst and show you how my experience and skills can help ensure that Google continues to make thoughtful, sound financial decisions. I look forward to hearing from you soon.

Sincerely,



Glen C. Falk