## Glen C. Falk, MIT/MBA

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## Dear Hiring Manager:

As someone who has spent their entire adult life working with numbers, data and finance I was thrilled to see the posting for the positon of Financial Analyst at Google. Based on the job description, this role requires an individual with strong knowledge of R scripting, SQL development and analytical rigor, all of which I am proficient with in either my academic career or in my tenure as a Financial Analyst.

Over the past four years of progressive financial analysis experience I have acquired all of the skills and knowledge necessary to succeed in this position. These skills include the capability to turn data into actionable insights, finding innovative ways to handle big picture challenges and excellent multitasking abilities. The exposure gained through my experiences has provided me with a strong foundation in every major role required for the position. You will also find my willingness to learn and grow into any role required by is unmatched.

I absolutely love Financial Analysis using R and SQL. My graduate work in the UGA MIT program was also instrumental in helping 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.

Briefly, my qualifications include:

- · Ability to develop advanced visualizations and dashboards that create a data storytelling experience and clearly articulate results to key decision makers. Extensive knowledge and experience with R reporting and viz packages: ggplot2, plotly, RMarkdown and Shiny.
- Analytic and development experience in R and common R data manipulation and time-series packages such as data.table, dplyr, lubridate, quantmod, stringr, xts and zoo. Experience tracking performance metrics in Google Data Studio to identify key performance drivers in the over 7k monthly Support Center phone calls.
- · Strong analytical skills, including SQL query writing, relational database development and creating data models that are flexible for future use cases. Knowledge in data visualization best practices, ETL processes and data engineering and normalization.
- · Extensive knowledge and experience analyzing university institutional research data and collaborating with colleagues in collecting, wrangling and munging to help influence senior leadership decision-making.
- Solid Access VBA and MS Excel skills. Knowledge of querying data out of University-wide data systems such as Banner, IMS and Oracle data structures. Prior experience with data visualization tools including Tableau, Qlik and Cognos.

My many additional competencies are detailed in my resume. I am pursuing this opportunity because my goal is to help Google makes sound financial decisions that help drive business profitability and cost reductions throughout the organization. Quality of life and career are important to me. The Financial Analyst position with Google is the challenge that I have been seeking.

If you have any questions or would like to schedule an interview, please feel free to contact me. 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 makes sound financial decisions. I look forward to hearing from you.

Sincerely,

Glen C. Falk

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