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McKinsey & Company

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Letter of Motivation for Associate Intern Application at McKinsey

Dear Hiring Manager,

My name is Hong Xu, currently I'm a doctoral student at ETH Zürich in Switzerland and working for Paul Scherrer Institute specializing in the field of Renewable Energy and Computational Imaging. As a "deep-learned" energy researcher, I have been fascinated by emerging technologies and achieved academic credits and analytical skills in the background of natural science. After I joined the PhD program in 2017, I was enthusiastically active on my research for improving the performance of fuel cell car. During a conference in Luzern, the innovation of my research attracted one of the fuel cell automotive giant known as TOYOTA, who has been the pioneer of first generation fuel cell car called "Toyota Mirai". We initialized high TRL collaboration project and funding on the development of clean energy fuel cell vehicle, and co-published 2 papers during my PhD studies, which were awarded ECS Travel Grant provided by US Army Research Office in 2019. This collaboration enlightened me the importance of technology transfer between industrials and academia, hence encouraged me to get equipped with the necessary business and management knowledge, seeking career advancements towards energy industrial consulting.

With the great chance to join Smartly Institute based in Washington D.C for high quality MBA-level professional education in 2019, I was able to shape another view of the industrials beyond the technical developments through the lens of business analytics. We have conducted collaborative accounting/marketing case studies with fellows from technical and business background. The 5 years' oversea studies provided me international culture exposure in professional working environment, which has greatly strengthened me towards thoughtfulness, collaboration and productiveness.

The knowledge has its own time value, like the money. As I believe that the information is the next revolutionary key factors in the new era of big data, the present value of the future knowledge at McKinsey turns very attractive for me to apply for this position. I greatly appreciate your time to process my application.

Looking forward to your reply!

Sincerely yours,

Hong Xu
Ph.D Candidate, ETH Zürich
MBA Fellow, Smartly Institute

Signature:

