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Mr. Michael Toole
University Recruiter
1 Microsoft Way
Redmond, WA 98052

Dear Mr. Toole,

As a first-year MBA student at the Kellogg School of Management, I am excited to submit my application for the MBA Internship position in the Business Planning and Strategy team at Microsoft.

In my work as a Management Consultant, I had the chance to work for several clients defining their strategy, designing their organizational systems, and implementing operational excellence programs. Developing strong analytical skills, a good business sense, and collaborating with cross-functional teams was critical for succeeding in all my projects.

During my life, I have always been passionate about driving change in the most impactful industries. One of my goals has been to challenge the status quo with the objective of adding value to the final customer and society in general. In addition, I have experienced the disruption technology is generating in several industries in LATAM. These two main factors have awakened my desire to contribute to the future of the tech industry.

I cannot think of a better organization to be part of than Microsoft. Its incredible culture and thoughtful mission of empowering every person to achieve more, truly resonates with me. Microsoft represents a unique opportunity to be part of the most valuable company in the world, allowing me to broaden my global business perspective and be part of a team that is changing how businesses and people around the world operate. Below are some of my key skills that I believe will prove valuable for the company:

- **Data driven and analytical ability:** During several projects at Matrix Consulting I was responsible for transforming business data and market trends into actionable insights for my clients. At a strategic planning project for a large pulp and paper company, I consolidated large and conflicting business data and constructed a corporate dashboard with KPIs using Business Intelligence tools to improve the clients' decision-making process.
- **Teamwork mindset & interpersonal skills:** I am a firm believer that effective teamwork is the key to any organization's success. As a Senior Management Consultant, I learned how to lead and motivate teams in order to achieve results, and how to build and manage strong long-lasting relationships with key stakeholders such as my senior team and a wide range of client team members from analysts to C-suite executives.
- **Question the status-quo:** During an organizational project at the second largest wine company of the world, I convinced my senior team members and skeptical client senior management to change the scope of our project and their HR strategy, and hire instead of lay off full time workers in the production plants.

After visiting Microsoft offices as part of Kellogg's Seattle trek and talking to Diego Suarez and Sabya Das, I can confidently say that Microsoft's values – respect, integrity and accountability – are exactly aligned with my own. Given the high value I place on a diverse, inspiring and collaborative environment of constant growth and high performance, I am confident that I would be a great addition to Microsoft.

I look forward to hearing from you. Thank you for your consideration.

Sincerely,
Alex Christiansen