Alisa Zhang

600 E. Madison

Ann Arbor, MI 48109

December 27, 2019

Paul Ragheb

Azimuth Capital Management LLC (ACM)

29688 Telegraph Road, Suite 200

Bloomfield Hills, MI 48034

Dear Paul,

I am applying for the Investment Management Internship Opportunity listed in the University Career Center’s Handshake platform. As a sophomore student at UMich with a unique data science & general business background, research experiences of working with research-related and computer software applications, and strong communication skills, I’m eager to learn more about capital markets and financial instruments at ACM.

As a major in data science, I want to develop a specific insight with data on the business field. I have developed an interdisciplinary approach to research. Data science has taught me to identify, analyze, and interpret the patterns of data. Through my coursework on business, I gained an appreciation for business operation and management by learning about different roles in business.

My academic training was applied during internships in ShineWing Certified Public Accountants' Firm. My main task is to coordinate the audit working papers and financial statement of each specific company through Excel to help the investors decide. Each company’s audit working papers gave me an opportunity to use my research and quantitative skills and gain exposure in the financial industry. I also worked as a research assistant at UW-Madison, through which I used Python to program both control group and experiment group students’ grades and used SQL to generate graphs to analyze the study outcomes of different teaching ways. I’m currently a research assistant at UMich department of physics, which we talked students’ reasons for not passing a class called physics 140. I used R and NVivo to process both quantitative and quantitative data.

Working with clients from various backgrounds and needs I have learned the importance of effective communication. In my business development intern at China Telecom Americas, I assessed clients’ needs and applied corresponding marketing strategies to outreach different customers. As a public relation chair of our A Capella group, I have effectively worked as part of a team to raise funds from different agencies by exchanging our resources. I hope to bring these successful communication skills to ACM.

I look forward to talking with you about the Investment Management Internship Opportunity. In the meantime, please feel free to contact me by my phone 231-833-0335 or email [alisahq@umich.edu](mailto:alisahq@umich.edu).

Best,

Alisa