

Bülachstrasse 9b
8057
Zürich
Switzerland

Eric Richter
ercoppet3@gmail.com
+41 78 686 55 30

12 March 2024

Bain & Company

Sihlporte 3, 8001 Zürich, Switzerland

Dear recruiting team at the Bain Zürich office,

I'm excited to apply to the workshop "Mastering Presentation Skills" held on the 20th of March at Bain Zürich office. My interest in Bain stems first from its fostering of employee growth, both as professionals, and as purpose driven people: Bain often takes first place in the Vault consulting rankings, employees get one on one training and are encouraged to work on socially impactful projects. The educational and environmental programs led by Bain are close to my personal mission. I have additional interest in the "Bain Insights Group" whose publications act as a reference for leaders across industries and governments. Finally, the deeply inclusive work environment Bain appears to foster particularly resonates with my way of considering each person positively and without prior judgement. This is a work environment I would like to join.

I am nearing the end of my master's in mechanical engineering at ETH Zürich. To complete my master's program, only the master's thesis remains, which I expect to complete at Boston university in the heat storage sector. During my master's, I completed a technical internship at Sensirion where I developed a sensor from scratch achieving state of the art accuracy at 1/100th of the price of current industrial products. I am currently developing my management skills through the organization of student events. I am also developing my consulting skills through workshops with the graduate consulting club every week, where I heard of this particular Bain event.

I completed my bachelor's program at EPFL (Lausanne) in micro-engineering. There I led the ShARE EPFL consulting and "do well do good" association for half a year as vice-president and coordinated collaboration with EPFL and its start-up scene after ShARE EPFL's two-year training program and multiple student consulting projects. I also took the lead of a technical project within the EPFL iGEM team for a synthetic biology competition. At EPFL, I finally gained experience as a mentor for first-year bachelor students in mathematical analysis and as a mentor for the next generation of ShARE EPFL leaders.

Before starting university, I moved to Lebanon for 3 months in order to discover the country (one of my roots), to learn Arabic, and to expand my horizons through courses in geopolitics and philosophy at USJ, a university.

The three keys to understanding my choices from the moment I left school until today's application to the workshop are:

- 1) **Expansion.** My time being limited, I give my all at all moments, getting all I can out of each day, expanding my skills, my view of the world, and my connections to people.
- 2) **Challenge.** I enjoy leaving of my comfort zone, intellectually, physically and emotionally.
- 3) **Positive impact.** This is also a reason why I would hope to one day join Bain, which is high impact and social impact driven.

These three keys have led my career towards consulting, where challenges foster personal growth and where recommendations can have large impacts. I have nurtured multiple technical and

managerial skills to better fill in the role of a top consultant and leader. There are three that I consider of particular value:

- 1) **Strong “why” attitude and deeply logical understanding of processes:** It is very useful for extracting key principles. During a semester project at EPFL, this logical intuition guided the design of high quality electro-magnetic temperature dependent resonators for cryostat control. The publication process is ongoing and the results are on par with the state-of the art. This skill is also very useful in questioning and understanding data in a business environment.
- 2) **Consideration of people:** This skill creates a positive and comfortable life and work environment which I highly value. My coworkers feel comfortable talking to me and trusting me with the thoughts that hinder their work. This has been useful during a manufacturing project at EPFL where one of the team members was overwhelmed. By discussing through his issues, we managed to find a compromise securing a high-quality outcome which left him feeling good and more relaxed about the situation.
- 3) **Can-do mindset:** Whatever the world throws at me, I'll take it, understand it, and use it to get things done, and repurpose it to understand more. This skill was particularly useful as a leader of the ShARE EPFL program. This experience was challenging because, as the head of the association, choices weren't made for us, we made them for the team and without guidance. With my leadership team, I hence methodically navigated through this new role by meeting, thinking, planning and reworking the foundations of the association such that the members could continue their training smoothly.

With this motivation and profile in mind, I would welcome the opportunity to participate in the workshop and interact with top consultants at Bain, but also to further discuss consulting at Bain and growth opportunities within Bain. Thank you for your time and consideration. I will be looking forward to your reply.

My best regards,

Eric Carl Richter