

Brendan McCann, CFA

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Dear Hiring Manager,

I'm writing to express my interest in opportunities at your company.

I'm curious by nature and drawn to problems where I can build solutions. At Morningstar, I analyze investment strategies and publish research, but I spend just as much time building the tools that make that analysis possible. I write Python scripts to automate workflows and analyze datasets that would be impractical to handle manually. I use AI to work faster, test ideas quickly, and try new approaches.

I spent two years as a Customer Success Manager managing a portfolio of ~120 institutional clients, before moving into research. I handled contract negotiations, pricing discussions, and identified opportunities to upsell our software based on client needs. I consistently exceeded retention and sales goals by understanding what clients needed and showing them how our tools could solve their problems.

I'm looking for opportunities where curiosity is valued, where people experiment with new tools, and where finding better ways to work is encouraged.

Thanks for considering my application. I'd love to discuss how I could contribute.

Sincerely,
Brendan McCann