**Preston Watts**

318.557.7421 | prestonsamuelwatts@gmail.com | www.linkedin.com/in/preston-watts-418d5 | Washington, D.C.

10/26/2021

Hiring Manager

Fannie Mae

Reston, VA

Dear Hiring Manager,

I am interested in the Product Analyst position at Fannie Mae. My education and experience have given me the intuition and technical skills required to be a valuable team member who can learn quickly. Also, you may notice that I have only worked at my most recent employer for a short time. They are restructuring their research arm, and they let go 70% of people in that department.

In my graduate studies, as a Research Associate at the Economics and Policy Research Group (EPRG), and as a Product Research and Development Analyst at GEICO, I acquired knowledge and skills I would use every day at Fannie Mae.

* **Data Manipulation and Analysis:** During my time at GEICO and EPRG, I gained experience manipulating and analyzing data sets with millions of observations. I built revenue forecasts, constructed CBA’s for competing vendor products, and evaluated results using hypothesis testing with this data. I have experience analyzing both sparse time-series economic data and multi-million observation insurance panel datasets.
* **Reporting and Presentation:** The concise and clear presentation of findings is just as important as all the underlying analyses supporting them. As an Analyst at GEICO, I briefed senior management (AVP and VP) via email on the significant findings from a dashboard report published by our team. At EPRG, I wrote sections of reports we published on behalf of Louisiana State University and the government agencies contracted with us. I explained topics ranging from forecasting revenue streams from oil and gas in the Gulf of Mexico to a literature review on the importance of early childhood education.
* **Collaboration:** As an analyst at GEICO, I participated in an agile team with quick turnarounds on projects that often required division into smaller chunks dependent on one another. Team members had to be aware of these dependencies. We repeatedly pivoted from what we planned to work on that day to help another member push forward another part of the same project or a different project altogether.

Thank you for taking the time to review my application, and I would welcome the opportunity to learn more about Fannie Mae and the Product Analyst position.

Respectfully,

Preston Watts