

JANUARY 2015

Application for
Goldman Sachs
Summer Analyst
Internship Position

APPLICANT

Demo Drakoulis

Northwestern University
Evanston, Illinois

(847) 271.8593
demodrakoulis2017@u.northwestern.edu

DEAR HIRING MANAGER,

Thank you for the opportunity and privilege of applying to the summer analyst internship role at Goldman Sachs.

I've been looking forward to this since 2011 when my high school economics teacher introduced me to Goldman Sachs. I was so impressed with the company's market-leading position that I decided to do my own research to understand how it became so successful. I discovered that Goldman Sachs' foundation for success is driven by the combination of quality people, a performance driven culture, and solid business principles.

It was then that I made the decision to major in Economics and set myself the goal of one day earning a full-time position with your company.

As the first step towards my career goal, I'd be honored to prove my value and long-term commitment during a Goldman Sachs summer internship. I'm confident that my core values and strong work ethic will be an asset to any team I work with.

Given that people can be both your biggest asset and your biggest risk, I've attached with my application the results of my SurePeople PRISM assessment. This SurePeople profile gives you insight into my emotional, relational and team intelligence and how I might be a good fit for Goldman Sachs.

Should you have any questions, please contact me via email, demodrakoulis2017@u.northwestern.edu or mobile phone, (847) 271.8593.

I sincerely appreciate your consideration and hope to become part of the Goldman Sachs team.

VERY KIND REGARDS,

A handwritten signature in black ink, appearing to read 'Demo Drakoulis', with a stylized, cursive script.

Demo Drakoulis

EDUCATION

Northwestern University
Evanston, Illinois
Anticipated June 2017

Bachelor of Arts in Economics
Harvey Kapnick Business Institutions Minor
Cumulative GPA: 3.1/4.00 | Major GPA: 3.0/4.0 | ACT: 33

Buffalo Grove High School
Buffalo Grove, Illinois
2009–2013

Graduated with Highest Honors 5.21/5.0 GPA

Distinctions
Highest Honors
Illinois State Scholar
Member of National Honor Society
AP Scholar with Distinction
Principal's Honor Roll
Varsity Soccer Captain 2012
All-Conference Player Varsity Soccer
All-Area Player Varsity Soccer
All-State All-Academic 2nd Team
Club Soccer Captain 2009–2013

WORK EXPERIENCE

Sure People LLC
Arlington Heights, Illinois
June 2014–Present

Finance/Marketing Intern

- Work with members of the company on a marketing and sales strategy
- Curate content for the company's curriculum
- Participated in company development/strategy meetings with executive team members

Soccer Madness
Buffalo Grove, Illinois
October 2012–August 2014

Sales Associate/Manager

- Interacted with customers to bring a positive experience
- Drove customer loyalty with membership cards and perks
- Opened and closed store, managed employees, and dealt with customer concerns or questions

Akoo International
Rosemont, Illinois
June 2011–August 2012

Accounting/IT Intern

- Reviewed company expenses/employee expenses/insurance plans.
- Assisted with the set up of the company's local network and assisted employees with IT issues.

LEADERSHIP

Northwestern
Dance Marathon
September 2014–Present

Corporate Committee

- Work with our team to raise money for the University's Dance Marathon.
- Contact businesses to explain how a donation to the marathon would be mutually beneficial.

Phi Kappa Psi Fraternity
October 2014–Present

Executive Philanthropy Chair

- Manage an 8 person committee in planning Philanthropic events to benefit charities and the Evanston/Chicagoland community.
- Develop an organizational and record keeping system to manage an annual budget.

TECHNICAL SKILLS

Microsoft Office Suite (Word, PowerPoint, Excel, etc.), Mac OS X, Microsoft Windows 8.1

PERSONAL INTERESTS

Family, Reading, Investing, Technology & Innovation, Soccer, Basketball, Music, Travel and Automobiles

SUREPEOPLE PROFILE: Demo Drakoulis

DATE OF ASSESSMENT: MAY 30, 2014

The SurePeople PRISM is the industry's most comprehensive assessment capable of measuring an individual's emotional intelligence, relational intelligence and team intelligence by analyzing more than 50 unique traits and attributes.

PERSONALITY MAP

PRIMARY PERSONALITY

VISIONARY

SurePeople four dimension personality type:
Powerful (Choleric)

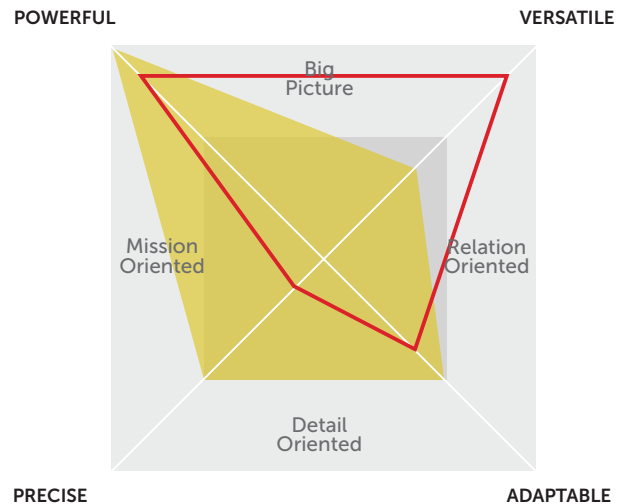
The SurePeople Primary Personality Profile describes how we present ourselves to others, as well as how others perceive us, in non-stressful situations.

PERSONALITY UNDER PRESSURE

INSTRUCTOR

SurePeople four dimension personality type:
Powerful (Choleric) / Versatile (Sanguine)

The SurePeople Personality Profile Under Pressure describes how we posture when under stress or pressure.



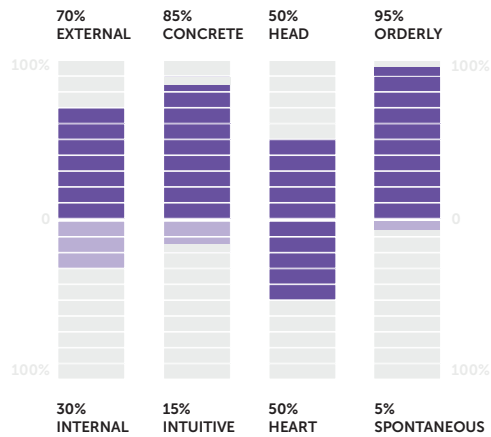
PRIMARY PERSONALITY STRENGTHS

- Assertive
- Likes Authority
- Eager
- Confident
- Firm Enterprising
- Competitive
- Daring
- Vigorous
- Productive
- Bold
- Decisive
- Idea generator
- Innovative
- Adventuresome
- Strong-willed
- Goal-Oriented
- Loves Challenges
- Self-reliant
- Persistent
- Action-oriented
- Decisive
- Problem-Solver
- Visionary
- Result-Oriented
- Determined
- Empowering
- Intentional
- Likes a challenge

UNDER PRESSURE PERSONALITY STRENGTHS

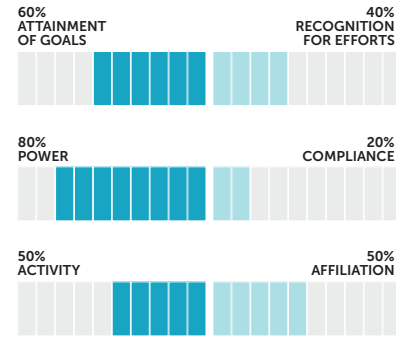
- Persuasive
- Charming
- Open-minded
- Inspirational
- Enthusiastic
- Promoting ability
- Takes risks
- Visionary
- People-oriented
- Interactive
- Motivator
- Energetic
- Verbal
- Engaging
- Informal
- Friendly
- Likes variety
- Spontaneous
- Mixes easily
- Enjoys change
- Enjoys new ideas
- Fun-Loving
- Group-oriented
- Animated
- Talkative
- Optimistic
- Initiator

PROCESSING BLUEPRINT

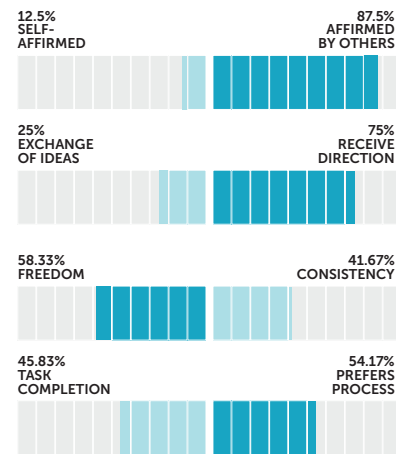


MOTIVATION

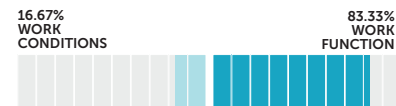
WHY



HOW



WHAT



CONFLICT MANAGEMENT

COLLABORATING

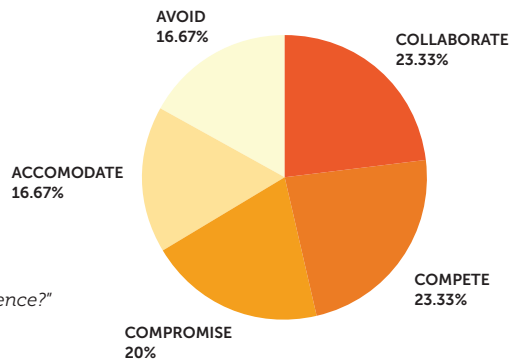
Primary Conflict Management Style

POSTURE

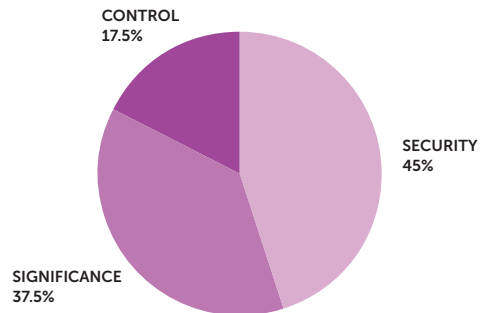
"I can win and you can win too!"

ATTITUDE

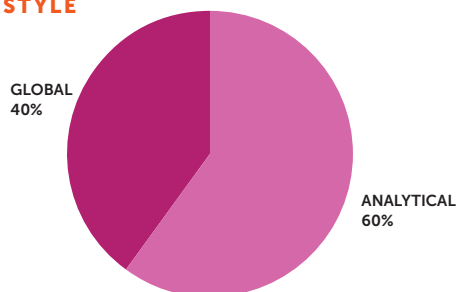
"My preference is... what is your preference?"



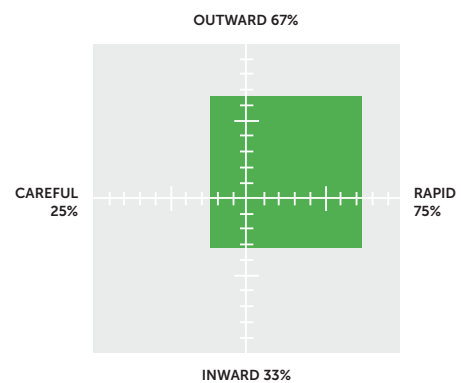
FUNDAMENTAL NEEDS



LEARNING STYLE



DECISION-MAKING STYLE



For access to the full SurePeople PRISM report, please contact Demo Drakoulis via email, demodrakoulis2017@u.northwestern.edu.