

Emily Flippen

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To Whom It May Concern,

As an Investment Analyst at GE Capital, a finance graduate from the inaugural class of New York University Shanghai, and a passionate self-studier of technology, I am extremely interested in joining Deloitte as a Federal Business Technology Analyst. I am particularly interested in working for Deloitte in this position because my time living and studying in Shanghai as well as my exposure to institutional investing with GE Capital has taught me that the core of business is technology. Deloitte's technology-driven approach to federal consulting aligns well with the way I choose to tackle daily problems. I am confident that I will be able to bring not only strong quantitative analysis gained from my practical business and financial experience but a passion for technology and the importance it plays in federal organizational goals to Deloitte as a consultant.

After graduating in May 2017, I joined GE Capital's Energy Financial Services team as an investment analyst. My time working on the Debt Underwriting and Portfolio Management team taught me that my interest in finance extended far past energy investing. I found myself actively applying my financial modeling skills gained during my training to my day-to-day work: proactively challenging processes that I perceived to be outdated or inefficient. It wasn't long before completely rebuilding base models in ways that took advantage of changing technology became the best parts of my day. While having the opportunity to see the practical side of institutional investing as well as finesse my quantitative skills in investing was valuable, I learned that my passion wasn't for energy itself: but rather the technology-based processes that allowed the company to invest in energy. I knew that the next step in my career needed to be focused on building and assisting in organization solutions rooted in technology.

Before graduating, I interned with the United States Securities and Exchange Commission. As an Honor's Intern on the International Team, I gained a deep understanding and respect for the importance of the federal government in regulating domestic and international financial businesses. However, one of the biggest struggles the team faced in completing these goals was the technology itself. The SEC had spent time and money developing an internal system to help track and manage projects that was inefficient and underutilized. I enjoyed participating in discussions regarding how changing this system could improve functionality on the team, and helped organize a presentation from Salesforce that exposed senior leadership to cheaper and longer-lasting solutions that may replace the internal system.

Lastly, during the summer of my junior year of college, I interned on the Investing team for wealth-manager The Motley Fool. Having no coding experience, I saw an opportunity to improve one of the company's back-end services by creating a user-facing program that allowed analysts to easily input data to be stored and delivered to paying members. I taught myself the necessary VBA and Python to create this program, and it is currently in use by The Motley Fool on their service 'SuperNova' to track and gauge stock-picking performance. I am deeply interested in the possibility of moving into a consulting role that will allow me to tackle business problems like this that may be rooted in, or solved by, technology.

I have no doubt that my penchant for technology solutions, my professional quantitative expertise in finance, as well as my experience working in the federal government would fit well with Deloitte as a Federal Business Technology Analyst. I sincerely hope I have the opportunity to show you my interest in person during an interview.

Sincerely,
Emily Flippen