Cover Letters

## **WILLIAM DEFOREST**

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Bain & Company  
131 Dartmouth St.  
Boston, MA 02116

9 February 2025

Dear Hiring Manager at Bain & Company,

I'm writing to express my enthusiasm for the Associate Consultant role at Bain & Company. Why? Well, when I was a kid, my dream job was to be a grocery bagger 😊. When asked why, I'd reply "I like helping people, I like fitting things together…and I like putting things in bags." This was a simple way of expressing the work that I find most meaningful: engaging with people, understanding their needs, and solving complex problems to make a tangible impact. While my problem-solving ambitions have evolved since then, the core of what excited me back then remains the same, and Bain offers the opportunity to do this on a grand scale—tackling the most pressing business challenges for some of the biggest companies in the world.

Here are a few experiences that I would bring to that effort.

Last fall, for my Capstone project at the University of Chicago, I led the development of InternationAlly, an AI-driven chatbot that helps international students navigate moving abroad. Inspired by the struggles of our international student classmates to find housing, transportation, and other resources, we built a web app integrating multiple APIs and UChicago webpages, providing tailored guidance for students adjusting to a new country. However, we didn’t just develop the application—we ensured its impact by successfully scaling and deploying it on the cloud, making it widely accessible to our entire program. This experience sharpened my ability to take a project from concept to implementation and deliver real results.

This past summer, as a data science and analytics intern at Lumentum, I enhanced a Tableau dashboard tracking $1B+ in spend, helping over 50 stakeholders across the supply, demand, and finance teams find insights faster and shave hours off their workflow. I also automated data freshness testing, writing a script in Python that cut manual processing time by 95% and created tailored reports for different stakeholders. While not the flashiest, these projects deepened my ability to understand user pain points, work across teams, and translate technical findings into practical solutions that drive efficiency.

As a teammate, I have consistently sought out environments like Bain that attract the best and the brightest. Throughout my baseball career, I consistently sought out environments that pushed me to improve. Playing on teams with older, stronger players taught me to be scrappy and focus on doing the little things right. In college, I pushed myself to take on a leadership role, serving as a two-time team captain where I fostered an inclusive, supportive and hard-working culture. As a result, we improved from a .500 record my freshman season to the best record in over 30 years.

I would be thrilled to bring my problem-solving skills, leadership experience, and passion to Bain and its clients. I thrive in environments that push me to grow, and I know Bain will provide the ideal setting to challenge myself alongside exceptional colleagues. While I know there is much to learn, I am driven to bring curiosity, adaptability, and a strong work ethic to every challenge.

Thank you for considering my application. I would welcome the chance to discuss how my background and skills can contribute to your team.

Best regards,

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AI-generated content may be incorrect.

William DeForest

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Chris Aston Chen

Principal Product Manager

Roblox

3150 S Delaware St

San Mateo, CA 94403

1 November 2024

Dear Mr. Chen,

I’m writing to express my enthusiasm for the first-ever Associate Product Manager - New Grad role at Roblox. I’m currently pursuing a Master’s in Applied Data Science at the University of Chicago and am passionate about building products that connect with users. My interest in Roblox first sparked after listening to David Baszucki’s episode on the *How I Built This* podcast, where he shared how, in Roblox’s early days, he and his co-founders spent hours every day in Crossroads, talking to users and gathering feedback to guide the platform’s growth. This dedication to truly understanding user needs resonated with me and aligns with my own goal of using technology to improve people’s lives. The rotational structure of this APM role especially excites me, as it offers a rare chance to contribute to varied product areas—from LiveOps to game development—while learning directly from experienced product leaders at Roblox.

While I don’t yet have formal product management experience, my background in data science and analytics has given me a solid foundation in user-centered thinking and cross-functional collaboration that I’m eager to build upon. In my most recent role as a Data Science & Analytics Intern at Lumentum, I enhanced user experience for over 50 users across supply, demand, and finance teams by optimizing a Tableau dashboard used to manage $1B+ in invoiced spend. This project involved directly engaging with users, understanding their pain points, and implementing solutions within the dashboard to improve their workflow. I also streamlined operations within the Data Science and Analytics team by automating data freshness testing using Python and dbt. These experiences reinforced my belief in user-first design and the value of clear, data-driven insights in decision-making. I bring this commitment to each project, as I did in my Arizona Diamondbacks internship, where I built a neural network to predict pitch velocity, supporting the player development team. Collaborating with coaches, analysts, and players taught me how to effectively communicate technical insights to diverse stakeholders. This commitment to collaboration was further reinforced by my time as a college baseball captain, which instilled in me the importance of teamwork, resilience, and adaptability—qualities I’m eager to bring to a new team environment.

At Roblox, I’m drawn to the prospect of a rotational experience, as I believe exposure to different facets of product management—from user research to feature development—will be invaluable. In my capstone project, I’m currently developing PropertyPilot, an AI-driven virtual assistant to help international students find housing and adapt to life abroad. Leading this end-to-end project has provided insights into designing user-centric solutions and balancing technical work with user needs—a skill set I’m excited to expand at Roblox.

I’m motivated by the opportunity to learn from innovative product leaders at Roblox, where I hope to build on my technical expertise and develop the skills needed to grow as a product manager. While I know there will be much to learn, I’m a quick learner, coachable, and eager to work hard to support Roblox’s mission to connect people globally through meaningful digital experiences. Thank you for considering my application, and I look forward to the possibility of contributing to and growing with the team at Roblox.

Warm regards,

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William DeForest