

Will Morgus

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Connor Swords
Mastercard University Lead
Technical Product Manager

Dear Mr. Swords,

My name is Will Morgus, and I'm a junior at Penn studying Computer Science, Business Analytics, and Management. I'm applying for the Technical Product Manager role because I think it perfectly fits my interests as a dual degree student who is vibrantly passionate about the intersection of management and technology. Having both coursework and experience in all of the requisite skills, I hope that you will find me a qualified candidate who is enthusiastic about the PM-T role.

My selected coursework so far at Penn has given me a wealth of insight into many of the necessary skills to be a successful PM-T. My Product Design course put a heavy emphasis not only on extensive user research, but also the iterative "design thinking" process. A similar focus on iteration was present in my Software Engineering class, in which I led my team in using agile to implement an end-to-end system comprising of a Node-based backend, mobile app interface, and web-based admin control panel from addressing basic user needs all the way to project completion. I'm currently taking two analytics classes, Big Data Analytics and Analytics in the Digital Economy, which have given me both the technical skills to clean/analyze large data sets, visualize insights from them, and understand the business context around them.

While I've learned a lot from my classes, I most importantly have developed invaluable leadership skills from my extracurricular activities and work experience. All the way from cofounding a startup in high school to leading a dev team for PennApps (the original and best college hackathon), I've learned a lot about managing expectations for myself and others, how to communicate them clearly, and how to help my teammates execute on them. I've also taken on myself to solve more abstract problems in a team context, such as how to get a community to be more engaged in a healthy way, as the VP of the Professional Committee of M&T Board. I've worked with my committee members to hold events and implement programs which have been able to inform and connect the community in entirely new ways. Finally, my communication skills have been honed by working as a Project Manager for WeissFund (formerly the Weiss Tech House Innovation Fund,) a role in which I interface with student entrepreneurs by evaluating their companies and offering advice on growth.

I am confident that my leadership experience and curiosity, as well as my technical background will help me succeed at Mastercard. I look forward to being able to explore an internship with you and would be very happy to hear from you again to further discuss my interest and qualifications. Thank you for your consideration of my application.

Sincerely,

Will Morgus