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September 13, 2017
Mrs. Christy Hunleth
Dean and Company
8065 Leesburg Pike
Vienna, VA 22182

Dear Mrs. Hunleth,

I am looking to gain consulting experience and found the Analyst position on Go Irish.. I was drawn to Dean and Company because I thought the emphasis of finding the right customers rather than maximizing the number of customers was an intelligent way to evaluate demand in a specific market. I am very interested in this role because I would like to apply skills I have developed through coursework and internships towards solving real world business problems.

My experience this summer as a Policy Intern at Serving Virginia prepared me of this client oriented role. Each week, I examined policy problems in the Commonwealth and presented possible solutions and implementation strategies to the foundation. For instance, one of my tasks was to identify ways to raise alternative sources of tax revenue in the Commonwealth. I was able to look the data presented from other states and perform a cost-benefit analysis on marijuana and gambling legalization that found that both would have positive impacts in the Commonwealth. This experience allowed me to better understand the intricacies of solving real world problems and the steps required to find a practical solution.

As an International Economics and Political Science major, I have been exposed to both the quantitative and qualitative side of solving complex problems. In my econometrics class, I completed a group research paper that looked at the effect of obesity on health costs for senior citizens. By looking at the data and running regressions on Stata, I was able to determine that reducing obesity would play a major role in cutting healthcare costs. In political science, I have conducted research looking at how politicians appeal to voters in developing countries. By examining news articles in several African nations, I was able to learn that developing countries tend to focus more on general policy issues rather than specific policy agendas.

I would like to continue to improve upon and apply the critical thinking skills that I have developed in school to real world business problems with the team of Analysts at Dean & Company. Please consider placing me on your interview schedule. Thank you in advance for your consideration.

Sincerely,

Zachary Spahr