Zachary Spahr

449 Siegfried Hall

Notre Dame, IN 46556

703-678-1899

[zspahr@nd.edu](mailto:zspahr@nd.edu)

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Ms. Olivia Sitto

United Airlines  
Willis Tower 233 S. Wacker Drive

Chicago, IL 60606

Dear Ms. Siito,

I recently spoke to Ms. Jayda Koland at the at the University of Notre Dame Career Expo about the changes that United is making to compete with low cost carriers in the US. I have always been fascinated by the pricing and network decisions that airlines make and am looking to apply the skills that I have learned in the classroom to the Revenue and Pricing Management Analyst role.

My experience this summer as a Policy Intern at Serving Virginia prepared me of this management role. Each week, I examined policy problems in the Commonwealth of Virginia and looked at ways that the state could improve its allocation of resources. For instance, one of my tasks was to identify ways to raise alternative sources of tax revenue in the state. I was able to look the data presented from other states and perform a cost-benefit analysis on alternative energy and drug liberalization proposals. 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 major, I have been exposed to both the 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, we found that obesity is heavily correlated with increasing healthcare costs. We then came up with a rough estimate of the impact that obesity reduction would have on overall US healthcare costs. I would like to continue to use these quantitative skills to look at pricing models in the airline industry. I have always been fascinated by how airlines are able to segment their customers in competition with the other major US airlines and the rapidly expanding ultra-low cost carriers.

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 United. Please consider placing me on your interview schedule during your campus visit. Thank you in advance for your consideration.

Sincerely,

Zachary Spahr