

ALICE QINHUA ZHOU

4xx Temple Street, Room 4xx, New Haven | xxx@gmail.com | +1 (xxx) xxx xxxx

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McKinsey & Company
55 East 52nd Street
New York, NY 10022

Dear Jen,

I am writing to apply for the full time Associate position at McKinsey & Company. I believe I am a strong candidate because of my demonstrated competencies for making practical improvements where I have worked, my capabilities in problem solving, communication skills and leadership profile.

My PhD research at Yale in applying statistical mechanical theory to model protein-protein interactions has allowed me exposure to rigorous statistical and mathematical analyses, while leading teams. In that time, I have published two first-author papers at top-10 journals in this field. My quantitative analysis skills developed in academic research have proven useful to consulting projects. As a summer intern at Bain & Company, I have been working on increasing trade spend returns for a global beer company in Singapore by analyzing ROI of major trade spend and prioritizing channels with high profitability and with potentials to attract next-generation consumers. The proposed spend allocation could increase revenue by \$150M and save \$20M in costs.

Beyond professional achievement, I have naturally sought leadership roles where I had an opportunity to build sustainable teams. Under my leadership as Editor-in-Chief of the Yale Journal of Biology and Medicine, which faced a funding shortfall and potential closure, my team of +10 editors and I turned around the publication by reducing the length of the journal's review process in half while increasing the first-year-citations by 60%. As the Chair of Yale Graduate Student Consulting Club, we made organizational changes which led to the number of offers extended to club members increasing by 700% during my tenure.

I want to pursue consulting because it applies analytical methods to solve problems that make a difference for clients in the real world. I was fortunate to hear from an emeritus McKinsey Director, Dr. Richard Foster, about how McKinsey adds lasting, substantial value to clients' long-term success. To achieve so, McKinsey pioneered in establishing structured problem-solving approaches, entering emerging markets, and hiring PhD talents to have a full range of skills. Therefore, I truly believe that it is McKinsey's value system which more than anything else, is the source of its strong standing in the professional community.

After reviewing my application package, I would sincerely appreciate an opportunity to discuss my candidacy. If you have any questions, please do not hesitate to call me at +1 xxx-xxx-xxxx or contact at xxxx@yale.edu. I look forward to hearing back from you.

Sincerely,

Alice Qinhuah Zhou
cheen hwah Joe-oo (pronunciation respelling)