

Laura Thaler
4 Fayette Park, #2
Cambridge, MA 02139

Mr. Joshua Rollins
Recruitment Specialist
Quantcast
201 Third Street
San Francisco, CA 94103

Dear Mr. Rollins:

I am writing to you today to express my interest in a summer internship with the Quantcast Product Group. The Product Strategy role in particular attracted my attention as a great opportunity to build on my strategy consulting experience while aligning with my passion for business technology infrastructure.

The discussion at the November company presentation of the evolving digital landscape and Quantcast's position in that landscape convinced me that my interest in business technology and my analytical approach to problem solving would be well suited to an internship with the company. My follow-up conversation with Carrie Fei, Quantcast Product Manager, increased my certainty that I could deliver great results in a summer internship. I believe the following elements of my working style and skillset would prove especially useful:

- **Analytically oriented:** In my consulting work with Keystone Strategy, I frequently found myself pushing for an analytical approach where others did not believe it possible. Especially in projects where data was not immediately available or there were qualitative factors, I relished the opportunity to quantify and systematize our recommendations. In one example, we leveraged interviews with industry experts to map technology clusters both geographically and temporally. With my analysis, we were able to steer our clients to construct their proposed fabrication facility in a knowledge-rich region, rather than in a remote city in the Arabian Desert.
- **Collaborative problem solving:** One of my favorite aspects of my prior consulting work was the close collaborations I developed with my clients and team members. I developed this style of problem solving early on in my career when I led the development of a data-driven costing system for a global footwear brand. Over the course of the project, I spent hours white-boarding with our client and meeting with adjacent teams in supply chain operations to deeply understand how our tool might affect the overall system. My level of commitment and collaboration was so valued by the client that I was asked to lead the follow-on implementation work.
- **Passion for analytics technologies:** Early in my career, I observed how dramatically data tools can transform business. Ever since, I have had a strong interest in business analytics and its application. This fall, I had the opportunity to conduct an analytics study that helped me better understand the explosion of available data and the evolution of its implementations across industries. Because Quantcast's products are at the forefront of this movement, the company would be an outstanding match for my long-term career interests.

With my consulting experience and passion for data-driven business technology, I am confident that I could deliver strong results in a summer internship with Quantcast. I look forward to further exploring this opportunity during on-campus recruiting at MIT Sloan. Please do not hesitate to reach out to me for any additional information you might need.

Sincerely,

Laura Thaler

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Albert A Gayle



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