

Bain and Company Consulting
Associate Consultant Intern:

Associate Consultant Interns are students between their third and fourth year of undergraduate study who are considering a career in management consulting post graduation.

Associate Consultant Interns work as members of case teams in roles that vary by the team's objective. Interns are typically responsible for data gathering and analysis, interviewing the client's customers, competitors, and suppliers, and presenting the findings to case team members.

Interns will be staffed on actual cases beginning in the first or second week of the program after they complete a training program introducing them to key Bain analytical tools and concepts.

The program is ten weeks long and includes two weeks of training, and ongoing coaching by colleagues and case team members.

Program Requirements:

- All applicants must be juniors (graduate by June 2007)
- Program dates are mid-June to mid-August
- All majors welcome
- Associate Consultant Interns must have strong academic backgrounds, analytical skills, a high motivation level, and outstanding interpersonal skills

Jack Zhou
6985 Snow Way Drive
Saint Louis, MO 63130

November 19, 2008

Ms. Melissa Stevens, Recruiting Coordinator
Bain & Company
5215 North O'Connor Blvd., Suite 500
Irving, TX 75039

Dear Ms. Stevens:

I am writing to apply for your summer 2009 Associate Consultant Intern Program in Dallas. I was referred to this position by Mr. Jeffrey Rubin and Mr. Daniel Spiegel, both of whom were recent graduates of Washington University, where I am currently a student. They told me a lot about your company and its excellent internship program. Bain's award winning work environment, history of providing industry beating results to clients, and rich tradition of graduating alums who now have top positions in Fortune 500 firms have really gotten me excited to work there. I believe that my excellent academic record, along with my problem solving abilities and leadership experience, will qualify me for this internship.

I am majoring in Biomedical Engineering at Washington University in Saint Louis, and am currently taking a very rigorous course load. Classes such as Quantitative Physiology force me to pay attention to the details when analyzing signal from a frog neuron, while my Principles of Marketing class makes me take a top down approach to solving MySpace's marketing problems. These courses have taught me how to approach problem solving in the structured, organized fashion required for solving problems in the business world.

Last summer, I worked as an engineering intern at Baxter Healthcare. There, I tested prototypes of a product and made the suggestion to completely redesign it, saving the design team the large amount of time and money required to make the current flawed design meet specifications. I also worked in a group with other interns to come up with a solution for attracting more employees to Baxter in Latin America. Our recommendations were then presented to top management at Baxter.

I am currently the philanthropy chairman for the Kappa Sigma Fraternity. I planned and executed a new philanthropy event called Kappa Sigma Fit Week. Although monetary donations were not the main focus of the event, I organized a simple pull-up contest and was able to raise \$100 dollars for stem cell research. I "trained" some of my friends so that they could staff the contest when I had class. This position really helped me improve my leadership and communication skills.

The enclosed resume will contain more details about my academics and work experiences. I think you will find that my academic record and various leadership experiences make me a perfect candidate for Bain's internship program. I will stay in contact with you over the next few weeks, and I am looking forward to speaking with you in person when you come to Washington University. You can contact me at (847) 372-1652 at any time in the afternoon or evening except after 2:30pm on Thursdays, or you can email me at jackzhou@wustl.edu.

Thank you for your consideration.

Sincerely,

Jack Zhou

