Mikhail Glukhov

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Dear Hiring Manager,

I am writing to apply for the internship position at your firm. I am a junior at the University of Southern California's Marshall School of Business, pursuing a B.S. in Business Administration with a 3.84 GPA, and I am a CFA Level I candidate sitting the exam in February 2027. I am seeking a Summer 2027 internship in investment banking.

Through USC's Global Investment Society I led a four-member team pitching Overweight on Northrop Grumman at a $698 price target, building a ten-year DCF with a WACC build, perpetuity-growth and exit-multiple terminal values and sensitivity analysis, alongside an EV/Revenue comparable companies analysis drawn from six years of financials in Capital IQ. Re-auditing that model eighteen months later taught me more than building it did: the revenue forecast proved accurate to within half a percent, while the margin assumption I had not stress-tested was the one that moved the stock.

At Voglio, a consumer social app live on the iOS App Store, I built the company's three-year pro forma model in Excel - linked revenue, CAC, COGS and P&L schedules - projecting $4.4M of Year-3 revenue across subscription and venue-advertising streams in support of a $325K seed raise. I modelled the unit economics behind it, including CAC, LTV, churn and app-store fee impact, and the TAM/SAM/SOM sizing that underpinned the investor deck.

As the sole research assistant to Professor Rodney Ramcharan in Marshall's Finance and Business Economics department, I built a pipeline that turns 1.3 million historical newspaper documents into 401,597 evidence-tested records of advertised bank rates - 2.8 times the previous run at the same standard. It recovered the Regulation Q deposit ceiling from advertising copy without being told the regulation existed.

I would welcome the chance to discuss the internship role at your firm. Thank you for your time and consideration.

Sincerely,

Mikhail Glukhov