## Finance and Consulting

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Mely Wu (Economics, ELS, 2017)
Global Wealth & Investment Management Summer Intern
Part-time, 20-25 hours per week
Paid

What do you do as an intern at this organization?
I analyze and track adjustments in the estimated earnings for public companies to strategize changes for varying portfolios. I prepare stock recommendation using macro-economic analysis, industry comparisons, and internal research, creating reports and providing investment analysis and presenting to Senior Financial Advisors. Also, I conduct research on public and private companies and high net-worth individuals, identifying prospective clients.

How did you find your internship?
Networking, Jumbo Jobs

What do you enjoy most about your internship?
Financial advisors are really nice and open to speaking with me and answering all the questions I have. Bank of America is a huge firm with so many resources and opportunities and so much mentorship potential. I got to meet the CEO by sitting in on a meeting and attending a rooftop party to network with other people at the firm, which was incredible.

What do you find challenging?
A lot of grunt work

What advice would you offer to someone who wants to make the most of an internship like yours?
Try to take advantage of every opportunity to show your quality of work. Keep on asking to help with whatever they need in order to build up trust and responsibility so that they will give you better, mindful work to do. Make the most out of even mindless work and listen to Bloomberg Live or the news in order to learn as much as you can.

About the Organization
Bank of America Merrill Lynch
Boston, MA

The Merrill Lynch Boston Financial Center Office offers you the experience that comes from being exposed over many years to virtually every financial situation a client may face. We use that knowledge to provide individualized attention, customized advice and guidance, and access to Merrill Lynch’s vast resources. We welcome the opportunity to demonstrate how our experience can make a significant difference in your life through strategies such as wealth preservation and growth, cash flow consistency, retirement opportunities, wealth transfer, and philanthropic endeavors. To pursue those strategies, we employ Merrill Lynch’s time-tested wealth management process, which begins by taking the time to fully understand your current financial situation. Our Financial Advisors understand the demands and responsibilities that accompany significant wealth.
Anonymous (Biopsychology, 2017)
Marketing Intern
Full-time, 40 hours per week
Paid

What do you do as an intern at this organization?
I plan corporate events and receptions, have direct contact with the designer for all marketing brochures, and update marketing materials and contacts for customers and brokers.

How did you find your internship?
Family/friend referral

What do you enjoy most about your internship?
It is a relatively small, new business, so I only report to one manager and get to work closely with the people around me. They set up meetings with all of the departments, so I've learned a lot and have actual responsibility.

What do you find challenging?
There is only one other intern, so there are not many people my age.

What advice would you offer to someone who wants to make the most of an internship like yours?
Start early! They are looking for driven, motivated, enthusiastic people, so let that shine through!

About the Organization
Berkshire Hathaway Specialty Insurance
Boston, MA

Berkshire Hathaway Specialty Insurance provides commercial property, casualty, healthcare professional liability, executive and professional lines insurance and programs for customers across the U.S. Our coverages are underwritten on the paper of Berkshire Hathaway’s National Indemnity group of companies, which hold financial strength ratings of A++ from AM Best and AA+ from Standard & Poor’s.
Max Isberg (Mathematics, Quantitative Economics, 2016)
Summer Analyst -- Risk & Quantitative Analysis
Full-time, 50 hours per week
Paid

What do you do as an intern at this organization?
My work as an intern was mostly project-based. I worked in R and Excel, along with Aladdin (BlackRock’s proprietary software) to complete two projects investigating the changing dynamics of financial markets. Ultimately the goal of these projects was to put together a piece of actionable analysis or a framework for analysis that could be presented to portfolio managers to inform investment decisions. I also attended a daily firm-wide meeting of portfolio managers and was expected to write up notes for the other members of my team.

How did you find your internship?
Jumbo Jobs listing

What do you enjoy most about your internship?
One of my favorite things was the amount of autonomy I had in terms of putting together analysis. My team members were always trying to get me to think things through for myself, and if there was a piece of analysis beyond what was asked, they encouraged me to take on the challenge: I certainly was not just an "excel monkey," unlike many interns in the world of finance.

What do you find challenging?
The RQA team I interned with sits on the trading floor, where real estate is in very high demand. As such, they were unable to find a seat on the floor that I could use on a regular basis. The biggest challenge I found was that—when working from a desk not near my team—it could be quite difficult to coordinate with the busy team members with whom I was working.

What advice would you offer to someone who wants to make the most of an internship like yours?
I think it is very important to make sure to spend time building relationships with your managers; it is not enough to just do good work if your manager does not care about it. On the other side, it is also not enough to just be liked by your coworkers; you need to perform at a very high level and be productive and proactive at all times, even when not directly given a task. For reference, the application deadline is sometime in mid-January.

About the Organization
BlackRock
New York, NY

BlackRock is trusted to manage more money than any other investment firm, and our business is investing on behalf of our clients, from large institutions to the parents and grandparents, the doctors and teachers who entrust their savings to us. We work only for our clients—period. Our promise is to offer them insight about what to do with their money and the products and services that can help them plan for a better financial future. That’s why companies, institutions and global governments come to us for help meeting their biggest financial challenges.
BlackRock | www.blackrock.com

- Roy Peleg (Quantitative Economics, Finance minor, 2016)
- Analyst
- Full-time, 50 hours per week
- Paid

What do you do as an intern at this organization?
I work in Institutional Client Businesses within a group called BlackRock Alternative Specialists. My team is responsible for selling BlackRock’s alternative investment solutions with a focus on the firm’s internal hedge fund platform. Summer activities have included: creating materials for client meetings, roadshows, and events; prospecting clients under-allocated to the alternatives asset class; and building a hedge fund performance and correlation model to analyze historical returns of model portfolios.

How did you find your internship?
I applied through Jumbo Jobs and through the company website. I listed a Tufts alum is a referral and communicated with him throughout the process.

What do you enjoy most about your internship?
The people I work with are extremely patient, supportive, and knowledgeable. I find it interesting to learn about the asset management industry, BlackRock’s platform, and its suite of products.

What do you find challenging?
Understanding the structure of the firm and its role in the capital markets can be challenging. The firm is so massive and is involved in so many projects for so many clients that it’s often tough to get a sense of the small pictures, let alone the big one.

What advice would you offer to someone who wants to make the most of an internship like yours?
Reach out to as many people in the company as you can in order to learn about what they do. Read the news and keep tabs on the economy to know what is going on in the world. Be social and go out of your way to get to know people.

About the Organization
BlackRock
San Francisco, CA

BlackRock is the world’s largest asset manager, investing on behalf of its clients, from large institutions to individuals, to help them achieve their financial goals. Companies, organizations, and public institutions rely on BlackRock Solutions to help solve their complex investment and risk management challenges and deliver unbiased advice and customized solutions.
BNP Paribas Investment Partners (FFTW) | www.bnpparibas-ip.com; www.fftw.com

- Mary O'Kane (Quantitative Economics, 2016)
- Investment Specialist and Sales Intern
- Full-time, 40 hours per week
- Paid

**What do you do as an intern at this organization?**

I write monthly commentaries, aggregate significant amounts of data on clients and consulting firms, and provide data analysis for various papers, presentations, and client follow-up. I actively participate in meetings, and I designed a US MBS fund two-pager (which is now being utilized in Europe).

**How did you find your internship?**

I found my internship through Jumbo Jobs -- one of my managers is a Tufts alum.

**What do you enjoy most about your internship?**

I love how my managers and co-workers treat me like a full-time employee versus a summer intern! I have gained insight into the world of global fixed income, a field very few people are exposed to prior to graduation. I have taken ownership on countless projects and commentaries.

**What do you find challenging?**

The things I enjoy about my internship are also some of the things I find most challenging. At times, my managers forget that I'm still very new to the world of global fixed income and finance. Being shared by two teams and having three managers can be overwhelming too!

**What advice would you offer to someone who wants to make the most of an internship like yours?**

Use Jumbo Jobs, keep applying, and don't get discouraged! I had two phone interviews during spring semester finals and received my offer the very next day. Utilize each day of your internship to learn, interact with your co-workers, and be a valuable team member.

**About the Organization**

BNP Paribas Investment Partners (FFTW)
New York, NY

Fischer Francis Trees & Watts (FFTW) is a global investment management firm providing active, fixed income capabilities to institutional investors. We manage single and multi-currency mandates across global, US and emerging markets. As of December 31, 2014, FFTW manages $51.8 billion on behalf of clients around the world, including central banks, public institutions, corporations, insurance companies, endowments, foundations and non-profit organizations, and sub-advisory relationships. Our offices are located in the United States and United Kingdom. We are a wholly owned subsidiary of BNP Paribas, one of the world’s largest financial institutions, providing us with the financial stability and global resources to strengthen our client capabilities.
Gautam Kapur (Economics, International Relations, 2016)
• Strategy & Analysis Intern
• Full-time, 40 hours per week
• Paid

**What do you do as an intern at this organization?**
The Strategy & Analysis team sparks economic insights and drives strategic thinking for clients. My daily tasks consist of uncovering insights through statistical analysis (Excel, Python, Tableau), using data visualization tools to inform our clients about emerging eCommerce trends, reporting on website analytics and working on client presentations.

**How did you find your internship?**
Jumbo Jobs and Internship Fair

**What do you enjoy most about your internship?**
Numbers don't mean much if they're not combined with smart business strategy. My role as a business analyst allows me to tell stories backed by numbers and work with big data analytics. Overall, I enjoy putting together recommendations and insights for global brands.

**What do you find challenging?**
Initially, I had to spend quite some time outside of work to improve my computer skills. For instance, I had to use software such as Omniture, Tableau, and Google Analytics to complete my daily tasks --- programs I had never used until my first day at the internship.

**What advice would you offer to someone who wants to make the most of an internship like yours?**
Make sure to not only talk to your manager, but also to the other interns. You can learn a lot from their experiences, and it helps to learn about the other responsibilities or capabilities available at the company.

**About the Organization**
DigitasLBi
Boston, MA

DigitasLBi is a global marketing and technology agency that transforms businesses for the digital age. We help companies of all shapes and sizes decide What’s Next ... and then we take them there. Also a top-ten global agency, DigitasLBi is comprised of 6,000 digital and technology experts across 40 offices in 25 countries worldwide. DigitasLBi is a member of Publicis Groupe [listed on the Euronext Paris Exchange — FR0000130577 — and part of the CAC 40 index], the world’s third-largest communications group. With approximately 60,000 professionals spanning 108 countries on five continents, Publicis Groupe offers local and international clients a complete range of communications services.
Guardian Life | www.guardianlife.com

- IT Solution Architecture Intern
- Part-time, 40 hours per week
- Paid

What do you do as an intern at this organization?
I help facilitate collaboration between different groups within the organization to document, understand, and match business capabilities with technology functions. I model the current state and target state architecture of insurance applications.

How did you find your internship?
Tufts Internship Fair

What do you enjoy most about your internship?
I most enjoy feeling included within my team and meeting other interns. I love how the HR department hosts various programs for the interns to meet with leaders and network.

What do you find challenging?
The hardest thing about this internship is figuring out the relationship between the tasks assigned and their purpose or what the end goal of the assignment is.

What advice would you offer to someone who wants to make the most of an internship like yours?
Don't be afraid to ask questions when you don't know the answer to something and try to follow up with people as often as possible. There is a lot of work to be done and everyone’s time is constricted. Application deadlines vary so contact the HR representative.

About the Organization
Guardian Life
New York, NY

How does a company get to be over 150 years old, while still staying relevant to today? The answer lies in maintaining a strong set of values while keeping our clients’ needs primary in everything we do. As a mutual insurance company, we are owned by our policyholders who share in Guardian’s actual financial results through annual dividends. These payments are determined by the firm’s profits, and Guardian has paid a dividend every year since 1868. We take the very long view, invest soundly, and maintain a strong capital base that enables us to meet our insurance commitments today and far into the future. Our sole responsibility is to our clients and policyholders, and that is reflected in everything we do.
Guardian | www.guardianlife.com

- Matt Paleologopoulos (Computer Science, Quantitative Economics, 2017)
- IT Development Intern
- Full-time, 40 hours per week
- Paid

What do you do as an intern at this organization?
I do database related tasks primarily for an application that my team is working on, which could be anything from writing code to providing documentation. Basically, my team will give me work to do based on project needs.

How did you find your internship?
Tufts Sci-Tech Career Fair. I also saw a posting on Jumbo Jobs.

What do you enjoy most about your internship?
I liked pretty much all aspects of the internship, but I most appreciated that I contributed meaningful work. The work I have been doing is actually set to go into production for the application, which is awesome to see, and I feel like I will come away with actual, relevant experience.

What do you find challenging?
I work with databases, which I learned about briefly in class but I had to learn a lot about here. The people around me did a great job of helping me learn what I needed to, so even though it was challenging it wasn't frustrating or unnecessarily difficult.

What advice would you offer to someone who wants to make the most of an internship like yours?
For the application deadline, I would visit the booth at the career fair and be sure to follow up with an email. The program at Guardian did a good job of providing opportunities to be involved, such as talking to leaders in the company and networking events. It was easy for me to be more involved just through taking advantage of these opportunities.

About the Organization
Guardian
Pittsfield, MA (Other locations as well)

How does a company get to be over 150 years old, while still staying relevant today? The answer lies in maintaining a strong set of values while keeping our clients’ needs primary in everything we do. As a mutual insurance company, we are owned by our policyholders who share in Guardian’s actual financial results through annual dividends. These payments are determined by the firm’s profits, and Guardian has paid a dividend every year since 1868. We take the very long view, invest soundly, and maintain a strong capital base that enables us to meet our insurance commitments today and far into the future. Our sole responsibility is to our clients and policyholders, and that is reflected in everything we do.
Liberty Mutual Insurance | www.libertymutualgroup.com

- Gabriel Rondon Ichikawa (Economics, International Relations, 2016)
- Product Management Intern in Commercial Insurance
- Full-time, 37.5 hours per week
- Paid

What do you do as an intern at this organization?
I was assigned two contrasting projects. For the Model Intelligence team, I had to redesign, populate, and analyze a report for a new pricing model's impact on the business. For the Industry Analytics team, I had to complete an analysis of a specific industry and whether or not Liberty Mutual wanted to grow business in that industry.

How did you find your internship?
I started looking into Liberty Mutual when they came for the internship fair and I applied to the internship via the Liberty Mutual website.

What do you enjoy most about your internship?
There are a lot of young people at this company and they really stress the importance of work-life balance. The work they gave me is clearly very meaningful and important to the company and I'm treated often like an employee rather than just the intern.

What do you find challenging?
The insurance industry is incredibly nuanced and has a lot of jargon which is very overwhelming at first. As you get more familiar with it, the work becomes easier. Also, the work is very Excel heavy and I wasn't incredibly well-versed in Excel.

What advice would you offer to someone who wants to make the most of an internship like yours?
Start thinking about applying really early. Go out of your way to research companies and industries that you might have not considered. Last year, I would have never thought insurance is what I wanted to do and now I'm very confident that I want to go into this industry. Use all the resources that Tufts offers and don't feel defeated by rejection.

About the Organization
Liberty Mutual Insurance
Boston, MA

Since 1912, we at Liberty Mutual Insurance have committed ourselves to providing broad, useful, and competitively-priced insurance products and services to meet our customers’ ever-changing needs. Our delivery on this commitment is the reason we’re now the third largest property and casualty insurer in the U.S. based on 2013 direct premium written according to the National Association of Insurance Commissioners.
Massachusetts Technology Collaborative | http://massbigdata.org

- Allie Wainer (Quantitative Economics, 2016)
- Big Data Intern
- Full-time, 40 hours per week
- Paid

**What do you do as an intern at this organization?**
I am helping gather data for a follow-up report on the Big Data ecosystem in Massachusetts. This involves online research, attending meetings, and calling various companies and institutions.

**How did you find your internship?**
Friend referral

**What do you enjoy most about your internship?**
I am enjoying learning about the incredible technology/start-up scene in MA. I also enjoy the flexibility and my colleagues.

**What do you find challenging?**
We recently sent out a survey to over 500 big data companies in Massachusetts and it is very challenging to get people to respond!

**What advice would you offer to someone who wants to make the most of an internship like yours?**
I would definitely start looking for internships beginning in November or so. I would try to meet as many people at your company as possible.

**About the Organization**
Massachusetts Technology Collaborative
Westborough, MA

The mission of the Massachusetts Big Data Initiative is to expand the Commonwealth’s position as a world leader in the growing big data industry and enable the region to become the premier global hub for big data innovation and technology. This effort is driven by the an innovative public economic development agency working to support a vibrant, growing economy across Massachusetts. MassTech develops meaningful collaborations across industry, academia and government and was the lead state partner in the development of the Massachusetts Green High Performance Computing Center in Holyoke, Mass., an important resource for big data and scientific computing in the Commonwealth.
Anonymous (Mechanical Engineering, Economics, 2016)
Research Intern - Advanced Industries
Full-time, 50 hours per week
Paid

What do you do as an intern at this organization?
I supported a couple of Client Service Teams (consultants) in the Advanced Electronics sector with a focus on renewable energy. I also helped publish internal documents with some colleagues on Internet of Things.

How did you find your internship?
I applied on Jumbo Jobs and then went through two rounds of interviews in one day.

What do you enjoy most about your internship?
I worked with great people with diverse knowledge in different industry and corporate functions. There was a lot of freedom and potential to explore your interest and excellent training as well.

What do you find challenging?
The 80-20 Rule: Learning how to be efficient with time, especially when you’re researching.

What advice would you offer to someone who wants to make the most of an internship like yours?
Try and talk to as many people as possible—there’s always something you can learn from your peers.

About the Organization
McKinsey & Co.
Waltham, MA

McKinsey & Company is a global management consulting firm that serves leading businesses, governments, non-governmental organizations, and not-for-profits. We help our clients make lasting improvements to their performance and realize their most important goals. Over nearly a century, we’ve built a firm uniquely equipped to this task. We serve clients at every level of their organization, in whatever capacity we can be most useful, whether as a trusted advisor to top management or as a hands-on coach for front line employees. For every engagement, we assemble a team with the most appropriate experience and expertise.
The New England Consulting Group | www.necg.net

- Shannon McHenry (Psychology, Child Development, 2016)
- Project Manager Intern
- Full-time, 55 hours per week
- Paid

What do you do as an intern at this organization?
The New England Consulting Group offers superior strategic and marketing counsel to key clients across many industries domestically and abroad. We work for both B2B and B2C companies in industries ranging from consumer packaged goods to telecom to financial services to healthcare.

How did you find your internship?
Tufts alumni event

What do you enjoy most about your internship?
I enjoy how much I am learning and the flexibility to drive my own success.

What do you find challenging?
Learning business and consulting skills as I go.

What advice would you offer to someone who wants to make the most of an internship like yours?
Put yourself out there because many consulting firms are looking for diversity and people who are willing to learn new things.

About the Organization
The New England Consulting Group
Norwalk, CT

NECG offers superior strategic and marketing counsel to key clients across many industries domestically and abroad. We work for both B2B and B2C companies in industries ranging from consumer packaged goods to telecom to financial services to healthcare.
Protobrand | www.protobrand.com

- Raffi Chilingaryan (Economics, Finance and ELS minors, 2017)
- Analyst Intern
- Full-time, 35 hours per week
- Unpaid but receiving Career Center Internship Grant

What do you do as an intern at this organization?
I help the research team at Protobrand develop, analyze, and gain insight from surveys built to conduct consumer behavior and brand perception research.

How did you find your internship?
A listing site: Indeed.com

What do you enjoy most about your internship?
The thing I was most happy about at Protobrand was the level of trust that the research team put in me and the responsibility I was given to make a real impact on the company.

What do you find challenging?
There is constantly work to do. I am assisting the research team with their projects as well as working on my own independent project for the company. Doing my own project justice while helping the other analysts out requires a lot of mental energy.

What advice would you offer to someone who wants to make the most of an internship like yours?
Be yourself and have fun with people. It is natural to feel intimidated by senior staff in the first few days or weeks, but having positive relationships with your advisors is extremely important so that you can make the most of them as a resource.

About the Organization
Protobrand
Boston, MA

Protobrand is an independent research and branding consultancy that offers a unique perspective on emotional insight mining. Through Meta4 Insight – our online application for metaphor elicitation – we mine the human psyche and uncover the rich, hidden motivations behind people’s behavior. With such insight as a foundation, we craft strategic and creative solutions that result in emotionally resonant brand relationships.
State Street Corporation | www.statestreet.com

- Matthew Bogen (Economics, 2016)
- State Street IT Trainee
- Full-time, 40 hours per week
- Paid

What do you do as an intern at this organization?
I perform the initial work on short and medium-term projects to support the department, including getting applications ready for business users and maintaining a central database of application support information.

How did you find your internship?
I found my internship through a referral. A family friend forwarded my resume to a colleague at the company, and shortly thereafter I had a phone conversation to discuss the summer opportunity.

What do you enjoy most about your internship?
I love the education in the role. As I branched into different projects for the team, I've learned SQL, information about how IT functions within the larger company, the company culture, and what it's like to be in a traditional 9-5 job.

What do you find challenging?
The hardest part of the internship is learning how to use 'downtime' effectively. Interns do not have constant work. A key part of having a productive internship is learning how to occupy your time -- either by continually educating oneself through online tutorials, developing additional skills, or finding new projects to support.

What advice would you offer to someone who wants to make the most of an internship like yours?
Find out in advance which projects are available for you to work on. Arrange a weekly meeting with your manager to ensure regular feedback on your performance and to discuss your workload. If you aren't proactive about talking to your manager, you'll be stuck with nothing to do.

About the Organization
State Street Corporation
Quincy, MA

We’re at the heart of financial services. And our clients are at the heart of everything we do. We develop solutions to meet their challenges. We recruit the best. We build partnerships and invest in innovation to help them seize new opportunities.
Paul Matthews (Economics, French, 2017)  
Client Relationship Management Support and Data Analyst Intern  
Full-time, 40 hours per week  
Paid

**What do you do as an intern at this organization?**
I updated client data used by company salespeople, aided in the process of company-wide data migration by testing and cleansing data in various system formats, and gained exposure to several other departments of the company by attending learning sessions and meeting influential company employees.

**How did you find your internship?**
Family referral

**What do you enjoy most about your internship?**
I enjoyed working with a team and managing responsibilities that had a tangible effect on the organization as a whole. I also loved being in the middle of Boston every day. I had a blast going out to lunch most days and meeting many people.

**What do you find challenging?**
Working at a computer all day was not something I was used to doing, so at first the days were long. But after a couple weeks of adapting, I felt much better conditioned and the days began to fly by.

**What advice would you offer to someone who wants to make the most of an internship like yours?**
If someone wants to make the most of an internship program like the one I just completed at State Street, my one piece of advice would be to network frequently and with as many people as possible while you are there. You never know who you'll meet at such a big and exciting organization.

**About the Organization**
State Street Global Advisors
Boston, MA

At State Street Global Advisors, we listen to your challenges and put your goals at the center of everything we do. Whether you’re seeking yield, looking to lower risk, or targeting any number of other financial objectives, we’re your partner for actionable ideas, compelling insights and innovative strategies. And we measure our progress against yours.
Sun Life Financial | www.sunlife.com

- Actuarial Intern - Enterprise Risk Management
- Full-time, 40 hours per week
- Paid

What do you do as an intern at this organization?
I do technical work in Excel and project management for big-picture risk initiatives. I compile risk memos, complete pre-audit questionnaires, and perform analysis and research for risk studies.

How did you find your internship?
Jumbo Jobs

What do you enjoy most about your internship?
I am learning a lot and getting a lot of responsibility.

What do you find challenging?
Transitioning from a college schedule to a full-time work schedule can be difficult.

What advice would you offer to someone who wants to make the most of an internship like yours?
Always be eager to do the projects and tasks you are given. Be curious. Ask thoughtful questions (not questions you can find the answer to on Google).

About the Organization
Sun Life Financial
Wellesley Hills, MA

We’re Sun Life Financial – a leading Canadian-based international financial services company, offering a diverse range of insurance and investment products that meet the needs and goals of our customers. We are committed to helping our customers achieve the peace of mind that comes with planning for lifetime financial security. It’s at the center of all we do.