



Pre-MBA / Pre-PhD Research Internship

Reach Advisors is a NY-based **strategy, research and predictive analytics firm**, and we're adding two strong Research Interns to work together in Cambridge.

The successful candidates are likely to have the following characteristics:

- Ridiculously **strong research skills**, indicated by projects involving heavy analytical thinking.
- **Deep interest in pursuing a PhD or top MBA degree after college**, indicated in part by GPA and/or test scores.
- A **huge plus** for candidates who relish **quantitative content**, indicated by experience with **statistical software** (e.g., SPSS, STATA, R, etc.) **and/or large data sets** (e.g., American Community Survey, Consumer Expenditures Survey, American Time Use Survey, Survey of Consumer Finances, General Social Survey, Panel Study of Income Dynamics, National Longitudinal Surveys, Health and Retirement Study, American National Election Studies, Survey of Public Participation in the Arts, various consumer data, etc.).
- A **huge plus** for candidates with an intense interest in **writing, data visualization, cultural issues, ethnoracial issues or demography**.

Note that given the time we hope to invest in developing strong interns, we prefer candidates who might work out for more than one year. We **will consider students regardless of year**, but prefer freshmen and sophomores if aiming for MBA early admissions.

For a successful intern who would like to consider a top MBA program, we'll try to structure the internship to increase the odds that the intern acquires the kind of experience, skills and recommendations needed to gain early admission into programs such as the Harvard Business School 2+2 MBA Program.

For a successful intern who would like to consider a PhD program (ideally in the social sciences, business or statistics), we'll try to structure the internship to increase the odds that the intern acquires remarkably intense research and writing experience unmatched by most other doctoral program applicants.

The reason we are looking for talent at that level is that Reach Advisors **focuses on examining emerging shifts in the consumer landscape**...not exactly easy to do.

It's intensely analytical and demanding work. The work environment, however, is extremely casual, and the team genuinely cares about each other. While this role isn't for everyone, it's a remarkable fit for someone with an unusual combination of **talent, collaboration and passion**. Note the combination of those three items...they are critical.

The work hours are flexible, but we'd need to see a commitment between **5 and 15 hours a week** depending on the flow of the semester (i.e., we need to see commitments met, but we're good about accommodating lighter hours during academic crunch time). Some of the research will be conducted remotely from a business library or online from your residence, although there will likely be one meeting a week in Kendall Square.

We won't be able to respond to phone inquiries or incomplete responses, but for those who think this may be the ideal fit, here are some **tips to break through the application process**:

- We're not looking for a perfectly polished resume. What's far more important is an introductory email that discusses **why this role is a good fit**. (If an introductory email doesn't flow easily, it's probably because the fit might not be there.) If you don't have a resume at this time, we'd rather see the introductory email ASAP versus holding back to perfect a resume.
- We want to see evidence of your skills and passions (and it **helps to strengthen your case with examples**)!
- We want to understand **your interest in business and social sciences issues** (whether through the lens of statistics or math, or the social sciences such as economics, business history, organizational psychology, sociology, social anthropology, ethnic studies, urban studies, demography, etc.).
- We'll want to see your recent compensation history. (Note that **prior work experience is not a pre-requisite**, and that we purposefully do not aim to be the absolute highest payer so we can invest in staff development in other ways. But we do aim to be competitive with campus jobs, and then add significant potential for personal development that is not likely matched in most other internships.)
- Email replies to jobs@reachadvisors.com. Note that **quicker responses are likely more favorable** since we are locking in as soon as we find the right two interns. If you miss this cycle, however, we will be adding **another cycle starting January 2014**.
- Again, while we won't be able to respond to incomplete inquiries, one of the odd things that we've found is that if there's a good shot that this specific role is meant to be, **you probably have a strong hunch already**. If so, we really want to hear from you!

Thanks for your interest, and have a great semester!