

Nathan DeStefane

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09/20/2021

Eller College Admissions Committee
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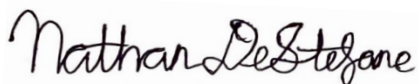
Dear Eller College Admissions Committee:

I'm applying for a major in management because I am very passionate about the management side of business and how personal and diverse it can be. I thrive off building and maintaining relationships with people, which I know goes hand in hand with a management major. I have held leadership positions in the past, during high school, through academic clubs, sports, and other extracurriculars. I feel like, with these experiences, I now succeed in helping others reach and develop their potential. I pride myself on being personable, driven, open-minded, and ethical. I've always admired being a leader, but I became most interested in a position in this field through an internship at a healthcare management office in the summer of 2020 and 2021. My time at this office is where I became captivated with the concept of a career path in the management field. Additionally, because of this opportunity I'm most intrigued and motivated to work in the healthcare industry. Through the courses of learning about this degree I would be preparing and establishing myself for a career in management.

The past two summers I had the opportunity to work for and spend extended periods of time with the executive officers of a healthcare management company. These opportunities consisted of substantial meetings conversing about macro topics for the company and out of state business trips. From this time with the company, I gained one of my greatest business learning experiences. The upper-level healthcare management officers that I worked for chose to start a new supply company. Fortunately, because of the relationship I had built and maintained from the previous summer, I was allowed the opportunity to be in the presence of the beginning stages of a startup. This allowed me to understand the effort and functions required for a successful company. As well as being able to learn the essential process and requirements of a new company, I was allowed to travel to Houston, Texas with the upper-level management officers. Here I witnessed a meet and greet with a potential client; this eventually led to our first successful deal. The day-long meetings/dinner consisted of due diligence and negotiations between our senior management and the senior management of the client's company. This was a priceless learning experience for me. Throughout this experience, I matured my negotiation skills, and I developed an advanced understanding of the importance of affability in growing a business. The negotiation skills and relationship building with new people are applicable for all areas of business, but I find them especially mandatory for management. Management and leadership go hand in hand, and the only way to sufficiently lead a group of people or community is through growing new and maintaining old relationships.

I belong in the Eller College of Management because of my perseverance, experience, and personable qualities. I grew up in a small rural community in Missouri, and then after high school, I independently moved to the city of St. Louis for work experience. Living in both a small town and a big city has given me uncommon insight to multiple perspectives that most others do not have. My background and work experience naturally grants me a more diverse and elevated outlook on the different worlds of business. I plan to continue my high school and pre-business success through Eller College to positively impact my peers, professors, and the University of Arizona.

Sincerely,



Nathan DeStefane