

## Summer Internship Experience with Corporate Strategy & Research

Sam joined CS&R full-time in September 2021 after completing his MBA internship with the group during the summer of 2020. He graduated from the University of Virginia's Darden School of Business and spent four years at Deloitte prior to business school in the firm's analytics consulting practice:



**Sam Fine**  
**Senior Manager I, Consulting**

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### My path to CS&R

One of my goals heading into business school was to find (and hopefully get a job with) a group that does impactful strategy work for a company who values its people. I was looking to make the switch from external to internal consulting for many of the reasons which my colleague, Alison Kinzie, outlined in her comprehensive blog post (also available on the resources page of the CS&R website). Her points around better visibility into the impact of your work, improved access to stakeholders, and strong work / life balance especially resonate with me.

While researching potential companies and having as many coffee chats as humanly possible, I first heard about CS&R from a classmate at Darden who was the year ahead of me. He mentioned he had interviewed with CS&R, was extremely impressed by the group and thought it would be a great fit for me. In my subsequent networking calls with the group, I quickly learned how right he was. Everyone I talked to was engaging, excited about their work, and happy to answer my many questions. Additionally, I was pleased to find that I shared a similar background to many in the group, as CS&R often recruits former external consultants from firms such as EY-Parthenon, Deloitte Consulting and McKinsey. I would later find during my internship that this blend of backgrounds helps contribute to an exciting and collegial feel in the group and provided an excellent pool of resources to help with my development.

An added plus is that both my prior work in consulting (which focused on securitization), as well as my time as an economics major, had piqued an interest in how financial markets facilitate the transfer of risk. Insurance is a major form of this risk transfer, so helping set the strategy for a leading company in the industry was a fantastic opportunity.

### 2020 Summer Internship

The internship with CS&R came at a tumultuous time. The world had recently gone remote as a result of COVID-19, and companies were cancelling the internships of many of my classmates. Through all the

uncertainty, Liberty Mutual was unwaveringly communicative and steady in their commitment that things would progress as normally as possible given the unique circumstances. When the internship started, I was assigned to project Neuron, a special collaboration between Liberty Mutual and MIT that seeks to apply artificial intelligence and machine learning to use cases across the company. I was tasked with analyzing the projected financial returns of the ongoing research projects, as well as furthering internal marketing of the initiative. Being placed on Neuron was a great opportunity to experience the strategic decision making that determines analytic priorities from an enterprise perspective. This was a radical shift from the sometimes in-the-weeds analytics consulting I had previously done and exactly the type of new experience I was looking for in an internship.

In addition to working on Neuron, the other four CS&R summer interns and I worked on a collaborative intern project in which we were tasked with researching various innovation trends in the industry and predicting how they might impact Liberty Mutual. We examined trends such as drone technology, augmented reality, and social networking analysis and presented our findings to CS&R leadership. While it was an interesting project to work on, my favorite part was getting to know the other interns better through the work.

At the end of the summer, I felt I had a good understanding of CS&R's typical work and culture and when I was fortunate enough to be extended a full-time offer it was an easy decision to accept. My first priority has always been surrounding myself with great people who help push me to excel. Everyone I have met at CS&R has been supportive, kind, and razor sharp. Finding a group who walked the walk when it came to work-life balance was also critical for me. When I had to have unexpected knee surgery mid-summer and take time off, the team was completely supportive. Since joining CS&R full-time, I have only become further convinced of the quality of the people and their commitment to work-life balance. I feel very fortunate to have found CS&R and to be able to continue my career with the group post-MBA.

