Tell Me About Yourself

The First Question of Every Interview

By: Kenney Son

Tell Me About Yourself?

Often the first question asked in an interview setting and perhaps one of the most important.

- Sets the tone of the rest of the interview
- Makes your first impression memorable
- Highlights your basic communication skills
- Allows you to accentuate key qualifications

Reminder:

You have full control over what details you include—make it interesting to grab the interviewer's attention. Ultimately, it should have an overarching theme that ties your interests to your background in a cohesive pitch.

Scenario #1: Coffee Chats

Due to the informal nature of coffee chats and your goals, your TMAY should approximately be 60 ~ 90 seconds and be brief.

Scenario #2: Formal Interviews

Whether they are phone screen, first-round, or final-round interviews, your TMAY should approximately be 90 ~ 120 seconds and provide additional details.

Framing Your Story

Here is our guide in structuring your TMAY, setting the stage for a successful interview.

1. **Introduction**

   Quick introduction of your name, school, and major

2. **Interest Spark**

   What got you interested in the world of business?

3. **Experience Path**

   What have you pursued so far to extend this interest?

4. **Qualifications**

   How are you qualified in this field?

5. **Connection**

   Tie it to the position and the firm

Key Points to Address

By the time you are done, you should have answered all the following:

- ? Why are you interested in this role?
- ? Why are you interested in the industry?
- ? Specific things you've done to show passion
- ? Ability to connect and communicate effectively

Reminder: Your TMAY should weave all these answers into a cohesive and interesting narrative.

Example #1: Investment Banking Interview

"

Hello, my name is [your name], and I'm currently a junior at [your school] majoring in [your study]. My journey into finance began in high school when I joined our investment club and discovered a passion for understanding how companies create value and how capital markets function.

This interest led me to take on leadership roles in our university's investment fund, where I've been managing a portion of our $100,000 portfolio focusing on the technology sector. In this role, I've conducted several DCF analyses and comparable company analyses that have resulted in two successful investment recommendations, generating returns of approximately 12% over the past year.

Last summer, I completed an internship at a boutique financial advisory firm where I supported the team on a middle-market M&A transaction. I created financial models, prepared client presentations, and participated in due diligence meetings. This hands-on experience solidified my interest in investment banking.

I'm particularly drawn to [Bank Name] because of your strong technology coverage group and structured analyst training program. The recent deals your team led, including the [Recent Deal] transaction, showcase exactly the type of complex, strategic work I'm excited to contribute to and learn from. I believe my analytical background, attention to detail, and proven ability to work effectively under pressure would make me a valuable addition to your summer analyst program.

"

Example #2: Investment Banking Interview

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Hi, my name is [your name] and I'm a senior at NYU studying [your major]. My interest in financial markets was sparked during an econometrics course where I researched how monetary policy decisions impact equity valuations across different sectors.

To build on this interest, I joined our university's financial research club where I've led a team analyzing valuation trends in the healthcare industry. This project involved building comprehensive financial models and culminated in a presentation to alumni working in the industry, including several investment bankers. The feedback was tremendously positive, particularly regarding our thorough approach to regulatory impact analysis.

Additionally, I completed an internship at [Company Name] where I worked with the corporate development team evaluating potential acquisition targets. I developed financial models to assess valuation, synergies, and accretion/dilution scenarios. This experience taught me to work efficiently with tight deadlines and heightened my interest in the transaction process.

I'm particularly interested in [Bank Name]'s investment banking division because of your market-leading position in healthcare and your collaborative culture. After speaking with several of your analysts at our campus career fair, I was impressed by how the firm empowers junior team members with meaningful responsibilities early in their careers. I'm confident that my quantitative background, research experience, and passion for financial analysis would allow me to contribute effectively to your team while learning and growing as a professional.

"

General Tips for Success

Practice, Don't Memorize

- Understand your story thoroughly
- Know your key points, not exact words
- Keep it natural and conversational
- Adjust based on interviewer's reactions

Be Specific, Don't Ramble

- Focus on relevant experiences and skills
- Use concrete examples and achievements
- Quantify impact when possible
- Stay on track with your core message

Align with the Firm

- Research the company's values and mission
- Highlight experiences that align with them
- Demonstrate culture fit
- Reference specific aspects of the role

Keep it Professional

- Focus on professional achievements
- Minimize personal anecdotes
- Use appropriate finance terminology
- Maintain confident, professional tone