

Elevator Pitch

An elevator pitch is a brief way of introducing yourself, getting across a key point or two, and making a connection with someone. The goal is to introduce yourself, engage your audience, and to start a conversation in less than two minutes.

You need to quickly convey important information - below are 4 steps to assist you:

1 Introduce Yourself

Include your name, major, and year in school.

2 What am I Interested In?

Include the job or internship, field or industry that you are seeking.

3 What Can I Offer?

Highlight your **RELEVANT** experience, skills, and achievements that relate directly to the organization or position - do advanced research on the company.

4 Wrap it up!

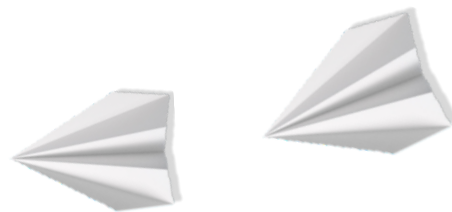
Pull everything together with a brief concluding sentence. Thank the recruiter for their time, give them your resume and ask them for contact information.

General Tips

- Pace Yourself: Don't speak too quickly - slow down so the listener doesn't miss what you're saying
- Be Engaged: Make eye contact - avoid becoming distracted or looking disinterested
- Follow-up: Make sure you follow up in a timely manner
- Practice, practice, practice: Put it on paper! Write out a script or talking points, then craft your pitch and practice

Elevator Pitch — Practice Templates

Template 1



Hello,

My name is _____, and I'm a senior completing a bachelor's degree in _____ with a minor in _____ at UC Davis. I'm interested in a career (or internship) in _____ in the _____ field. During college, I was involved in _____ and _____ where I developed skills in _____. I also interned at _____ where I discovered that I really enjoy _____. I'd love to learn more about opportunities in _____. Would it be possible to set up a meeting to discuss more about _____, or could you refer me to the person in charge of recruitment?

Hello,

My name is Alex Aggie, and I'm a junior completing a bachelor's degree in Managerial Economics with a minor in Communications at UC Davis. I'm interested in an internship in marketing in the retail field. During college, I was involved in the Marketing and Finance club and intramural sports where I developed skills in leadership. I also interned at the state capitol where I discovered that I really enjoy connecting with people on different levels, particularly within social media.

I'd love to learn more about opportunities in Dream-Job Organization. Would it be possible to set up a meeting to discuss more about internship opportunities, or could you refer me to the person in charge of recruitment?

Template 2

Hello,

I am Christina College and I am a civil and environmental engineer graduating this June. Last summer, I interned with Build It Construction company. Through this, I learned how to work in a team and apply my academic knowledge in real-life situations. I enjoyed this internship and look forward to doing a similar position in my career. Are there any entry-level positions or opportunities at your organization?

