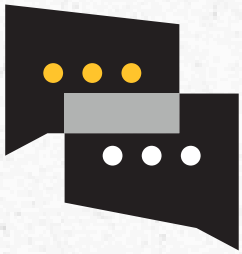
Elevator Pitch

WHAT TO TALK ABOUT & HOW TO SAY IT



An Elevator Pitch gives you the opportunity to talk about yourself, your experiences and your interests in a 30-60 second window. Use the template below to outline the structure of your Elevator Pitch. Keep in mind, this is just the building blocks, you'll need to add in more information based off of your personal experiences

STEP ONE

Introduce yourself and provide basic information about your current status

- Hi, my name is _____ and I am a ____(f/s/j/s) _____(major) student at Kennesaw State University. I am seeking a _____(part-time, full-time, internship, shadowing, etc.) within the _____ field.

STEP TWO

Provide an overview of your skills/work experience

- I have ____ years experience as a(n) _____. Within this position, I have gained skills such as _____ by doing tasks including ____.

STEP THREE

Highlight accomplishments and education (where applicable).

- I have a (+3.5/4.0) GPA and have studied ____, ____, _____, (list applicable courses). These courses taught me more about _____ which I am excited to use in the field.

STEP FOUR

Wrap up by expressing your interest to the employer

- I am very interested in working with you because _____(insert your research – values, mission, purpose, goals, and/or company culture). I am eager to ____ (add in what you'll bring to the table).

STEP FIVE

Conclude with a question or positing closing and thank them

- Thanks for listening more about my experience. Could you tell me more about ____?

IMPORTANT TIPS:

- Write out your elevator pitch and practice it once a day until you feel comfortable.
- Do not memorize it word for word! An elevator pitch is conversational- Make sure it sounds like how you talk and not how you write.
- Again, while this template should get you started, there is not a "one size fits all". Craft this to your experiences and background; add information, take things out, and move it around to make it your own.