

Elevator Pitch

Networking Skills

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 Examples

First Time Attending the Career Fair

I'm Davis Egghead. I'm a first year student studying Managerial Economics and this is my first time attending a career fair. I am still exploring career options but I know I am interested in business and I have taken courses in calculus and statistics. Can you tell me a bit about your company and what your interns do?

If they are not hiring your major or are looking for more advanced applicants, you can ask: "What can I do now to become a competitive applicant next year?"

Junior Applying to Internships

My name is Coho Davis. I'm a 3rd year Communication and Design double major. I'm so excited that you're at the career fair today as I was hoping to connect with your recruiting team. This year I had an on-campus job at the Aggie Marketing Firm where I developed skills in Adobe Illustrator, Canva and social media. I follow your Instagram account and through that have learned so much about the work your agency does. How does the social media content development process work at a state agency? Do your interns get the opportunity to pitch new project ideas?

Senior Applying to Full Time Roles

I'm Gunrock Aggie, a 4th year Biomedical Engineering student. I am interested in a full time role in medical device design. I saw on your website that you focus on innovation in technology and I am passionate about using healthcare technology to help people. I am inspired by the mission of XYZ Company and very interested in the R&D Engineer role. I have had an internship doing research with faculty at the UC Davis Medical Center where I got to test novel prototypes and record and analyze data. Can you tell me more about the R&D Engineer roles at your company and the day to day work?

Now you try!

My name is _____, and I'm a ____ year in school completing a bachelor's degree in _____ at UC Davis. I'm interested in a career (or internship) in the _____ field. I have been involved in _____ and _____ where I developed skills in _____. (Insert knowledge about company here). Based on reading your website, I noticed _____. Can you tell me more about _____?
