Networking: Elevator Pitch

An elevator pitch is a short (30-60 second) introduction of yourself.

Formula for Elevator Pitch: Personal Information + Passion + Position + Question

Elements of A Great Elevator Pitch

Effectively and efficiently communicate who you are.
Highlight specific characteristics that are unique to you.
Identify a problem or challenge you want to solve.
Share a general trajectory of your next career step.
Optional: Share what you did during massive change in your life (COVID19, etc...).

Passion | Excitement | Challenge

What is the problem or challenge you wish you solve?
What inspires you in your work?
When you think about your future, what sparks your creativity?

Position | Connection to Job Posting

What is the reason for delivering your pitch?
Networking (learning)
Job seeking (seeking an interview)
Interview (securing employment)
What other reasons are there for elevator pitches?

Personal Demographic Information

Name
Year
Major/Minor
Significant club or organization

Bonus Question

What do you want to know from the person you’re talking to?
Sample Elevator Pitch

My name is Katie Bowling, I’m a Junior Psychology major with a Business Management minor. I’m a captain on the Synchronized Skating team but —

— what I’m really interested in is how groups of people work together with differing personalities and communication styles. In some way I would like to work with groups to help build mutual respect while maximizing efficiency in the workplace.

I’ve thought a lot about Human Resources, but I’m curious to know more about this position and what it looks like as an entry level position.

What type of students do you see succeed in this internship?

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Personal Demographic Information

Passion | Excitement Challenge

Position Connection to Job Posting

Bonus Question

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