

What is an Elevator pitch?

- + Impactful way for someone to promote themselves in a short period of time.
(30 seconds when networking/2 minutes or less when interviewing).
- + Answer to the interview question: *Tell us a little bit about yourself and why you are interested in this opportunity?*

Elevator pitch components

- + Name and major/minor/certificate and how far you are in your program (*education*)
- + How did you become interested in this career path? Why are you passionate about it? (*story - your why*)
- + What are you working on/involved in outside of the classroom? What are you enjoying/what skills are you developing? (*work/internship/student involvement*)
- + What do you hope to accomplish next? Looking for an opportunity to...? (*job/internship/more information*)
- + Why are you talking to them today? (*interest in the opportunity/company*)

————— stop here in an interview setting —————

- + End with a question (*for use during career fairs/networking events*)

Elevator pitch example

+ Who are you?

Hi, I'm Maya Smith, I am currently attending Stark State College majoring in Cybersecurity and Computer Forensics. I will be graduating with an Associates of Science degree in May 2027.

+ What are you passionate about or focused on?

I'm interested in data protection and helping businesses strengthen their security.

+ What experience or involvement do you have?

I've completed a help desk internship and serve as a peer mentor for new tech students.

+ What are you looking for?

I'm currently looking for a summer internship to continue building my experience and contribute to a team.

+ Final combined pitch:

Hi, I'm Maya Smith, I am currently attending Stark State College majoring in Cybersecurity and Computer Forensics. I will be graduating with an Associates of Science degree in May 2027. I'm passionate about data protection and helping businesses strengthen their security. I've completed a help desk internship and serve as a peer mentor for new tech students. I'm currently looking for a summer internship to continue building my experience and contribute to a team.

+ End with a question (*for use during career fairs/networking events*)

Can you share with me more information on your New Employee Mentorship Program?

Other Example Questions:

Can you share with me more information on your New Employee Mentorship Program?

What has been your favorite part about working at ABC Company?

Elevator pitch do's & don'ts

+ Do:

*Be clear, enthusiastic, and authentic
Tailor your pitch to the audience/employer
Focus on your strengths and goals*

+ Don't:

*Memorize word-for-word
Speak too fast
Ramble or list your entire resume*

Your Elevator Pitch

Create your own elevator pitch using the template below.

Hi, my name is _____, and I am currently attending Stark State College majoring in _____.

I will be graduating with an Associate of Applied _____ degree/completing my CEC / One-Year certificate in _____.

(month, year)

I am _____ this field because _____.

(ex. passionate about/interested in) *(share your story - your why)*

Through my _____ I have gained knowledge _____.

(coursework/work experience/internship/student/campus involvement)

and developed strong skills in the area(s) of _____.

(ex. communication, problem solving and/or programming languages, Mirosoft Office, etc.)

As a next step, I am looking for _____ that would allow me to _____.

(an internship/job opportunity) *(desired goals for internship/job opportunity)*

From my research, I've found that _____,

(interest in the opportunity/company)

and I think it would be an excellent place to gain this experience.

_____ *stop here in an interview setting* _____

I have a couple of questions about the position you have posted on _____ for _____.

Would you mind if I asked you those now?