HOW TO

create a great elevator pitch

Tips for writing your Pitch:

***Company Name:***

***Desired Position:***

***Relevant Past Experience:***

* Write it how you would actually speak
* Have your resume next to you so you can connect

 relevant experience to the desired position

* Practice with someone, or record yourself
* Make a different Pitch for every position!
* DO YOUR RESEARCH! Find out what positions are open, something about the companies mission and values, and use that in your Pitch.
1. Who are you? (State your name, what you do now or what you’d like to be doing)
2. What are your skills and experience? (Make it clear why you are qualified or a good fit)
3. What are you passionate about? (Why you match the company mission/values, more than a job to you)
4. What are your goals? (What are you looking for? Job, Meeting, Internship?)
5. How can you add value? (Closing statement: Why should they choose you, request a follow up)

HOW TO

create a great elevator pitch: examples

**Here are a few examples of Elevator Pitches. Keep in mind that you don’t have to follow the exact format as shown on the front! Make the speech flow however is comfortable for you, but remember to touch those key points- you want to make sure you give enough information to be memorable, but save something for the interview!**

 *Hi. My name is Steve Williams and I am a senior studying Hospitality, Resort and Tourism Management. I have experience as an intern at several hotels including the Sheraton Hotel and the Comfort Suites. My skills in communication, problem solving and sales have been strengthened from my internship experiences. I am interested in a sales position within the hotel industry and would love to learn more about your company and what you look for when hiring sales managers.*

*https://www.coastal.edu/media/administration/careerservices/handouts/Elevator%20Pitch%20Worksheet.pdf*

*Hey, my name is Jake Owen. My core skill sets are civil engineering and psychology. I’m endlessly curious and all my friends, family, and colleagues look to me for answers on everything from mood swings to mindcraft. As I’ve always been exceptionally passionate about social issues, I’m looking to write for publications/websites focused on climate change so that I can create content and campaigns urging others to take action and increase sustainability future generations.*

*http://idealistcareers.org/a-quick-guide-to-writing-your-elevator-pitch-with-examples/*

*Hi, I'm Lacey. Simply put, I love talking to people. My experience in retail and food service for the past five years has made me fall in love with customer service. I've learned to be a problem solver, a great team member and a leader. I'd love to bring these skills to your company and build upon my previous experience.*

*http://www.snagajob.com/resources/elevator-speech-101/*

*Good Morning! My name is Sarah, and I’m currently a line cook at a local seafood restaurant. I’ve been there for 5 years, and have held various positions in the front and back of the house. I love what I do- working hard to create beautiful dishes and watching the faces of some of our guests light up when their orders are brought out keeps me coming back day after day. This experience has allowed me to realize that I’m ready to take on a leadership role in the Kitchen, but that I also am looking for more interaction with guests, to be able to cater to their needs and ensure that when people leave, they’ll be back. I have been seeing your restaurant in all of our local papers, and have been so impressed by how quickly you have won the community over with your friendly staff, unique dining experience and wide variety of options. I would really like the opportunity to talk more about opportunities to join your team, and what type of role I might fit in. Would it be okay to give you a copy of my resume, and follow up with a meeting request next week?*

**Remember: If you see an opening at the company of your choice, apply before the job fair! You can let them know in person that you’ve already done so, and you’re already a step ahead of the competition. This is also a necessary step for HR, so even if you wow the recruiter, you’ll have to finish the online application at some point.**

**Good Luck!**