

The Elevator Pitch

Sample Script:

Hello, my name _____ (First & Last). I am a _____ (fr/so/jr/sr) studying _____ (major/minor) and am looking for a _____ (full-time/part-time/internship) in _____ (industry/field). Over the past few years, I have _____ (worked/volunteered/interned) with _____ (organization/student group) as the _____ (position/role). Through this position, I have developed a better understanding of _____ (industry/field) as well as useful _____ (skills/knowledge) that I hope to use in my next position. I know that _____ (organization) is currently hiring for _____ (name of open position). I am very interested in applying. Could you tell me more about _____ (the organization/application process/training/etc.)?

Example:

Hello, my name is Daniel Nguyen . I am a junior studying Communication and am looking for an internship in public relations. Over the last year, I have worked with my student organization as the Social Media Director. Through this position, I have developed a better understanding of the PR field as well as useful marketing and communication skills that I hope to use in my next position. I know that Company ABC is currently hiring for your marketing internship for next summer, and I am very interested in learning more about the role. Could you tell me more about the skills you are looking for in an ideal candidate?

TIPS:

The elevator pitch should not happen in one breath. Introduce yourself, shake the representative's hand, and let them introduce themselves. The pitch should be conversational and flow smoothly between you and the representative. The same outline, with some modifications, can be used when talking to graduate school admission representatives.