***What is an elevator pitch?***

* An elevator pitch for an internship/job search includes a 30 second overview of an individuals’ knowledge, skills, and accomplishments
* The term comes from the time it takes for a normal elevator ride from the top to the bottom floor
* An elevator pitch is an opportunity to highlight:
* Who you are
* What you’ve accomplished
* Where you hope to go in the future

***Five Parts to an elevator pitch***

1. **Who you are and the type of work you are interested in**
* Name, major, year
* Seeking internship or full time position in \_\_\_\_\_\_\_\_\_\_\_\_\_ industry
1. **Those strengths you want to highlight**
* Talk about one or two of your top skills that relate to the position you are seeking
1. **Action Step**
* Ask for information about the opportunities that organization offers
* Ask if you can stay in touch and their preference for communicating (email, phone, LinkedIn)
1. **Trim and strengthen pitch**
* After writing the first draft of your pitch, review it carefully
* Make sure it is concise and clear conveying what you want to highlight
1. **Practice, practice, practice**
* Read it, say it aloud, and memorize it
* Practice it so many times that it flows easily

***Examples***

*Hello, I’m Caitlin Jones. I am a junior Business major from Central New Jersey. I have done well academically and taken on some leadership roles in campus clubs that have a health focus including \_\_\_\_\_\_\_\_. I’m interested in learning more about the internship opportunities available at \_\_\_\_\_\_\_\_. Your company is of interest to me because of \_\_\_\_\_\_\_\_\_\_\_\_\_.*

*Hi! My name is John Smith. I am a senior Computer and Information Science major. I hope to become a computer programmer when I graduate in May. I have completes two internships where I worked on several program applications with a project team and I am excited to learn more about the career opportunities \_\_\_\_\_\_\_ offers.*

1. **Who you are and the type of work you are interested in**

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1. **Those strengths you want to highlight**

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1. **Action Step**

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1. **Trim and strengthen pitch**

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1. **Practice, practice, practice**