

Elevator Pitch



Keep it
Brief



Share your
Skills



Mention your
Goals



Have a Business Card
Ready

YOUR ELEVATOR SPEECH SHOULD BE BRIEF

Restrict the speech to 30-60 seconds. You don't need to include your entire work history and career objectives. Your pitch should be a short recap of who you are and what you do.

YOU NEED TO BE PERSUASIVE

Even though it's a short pitch, your elevator speech should be compelling enough to spark the listener's interest in your idea, organization, or background.

SHARE YOUR SKILLS

Your elevator pitch should explain who you are and what qualifications and skills you have. Try to focus on assets that add value in many situations. This is your chance to brag a bit — avoid sounding boastful, but do share what you bring to the table.

PRACTICE, PRACTICE, PRACTICE

The best way to feel comfortable about giving an elevator speech is to practice it until the speed and "pitch" come naturally, without sounding robotic.



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Wilbur O. and Ann Powers
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Elevator Pitch Outline



Hello I am _____ (offering handshake and/or resume).

I am a (graduate/undergraduate) student at Clemson University majoring in _____ OR I am a recent graduate from Clemson University and graduated with my degree in _____ and I have interned at _____ and/or have experience in _____.

I am interested in your company because _____ OR I am looking for _____.
(Briefly share your career goals, innovative ideas, etc)

Over the past XX years I have been involved in/with _____ OR researched _____ OR published _____. I have been recommended by _____ (optional) I am confident that I can contribute my _____, _____, _____, and _____ skills to your company/organization/program.

Could you tell me more information about your position openings/company? OR Do you have a position description, brochure, or business card available?

This could be an opportunity for you to ask some strategic/planned questions.

Great, Thank You! (optional FIRM handshake here)

NOTE: Please feel free to rewrite these statements into your own words!



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