



## Elevator Pitches

Your elevator pitch is your personal introduction to a company representative at Job Fair or other networking events. Instead of trying to think of a compelling introduction in the moment, your elevator pitch prepares what you will say in advance.

### Basics:

- **Be concise.** An Elevator Pitch should only be ~20-30 seconds and cover highlights rather than everything about you.
- **Be specific.** The more tailored your pitch is to each company, the better. Do some research on companies and their open positions before the event you plan to attend.
- **Be natural.** You can write down keywords of your pitch at first; however, be sure to practice each pitch to make it conversational and natural. During the event, smile, maintain eye contact, and keep your shoulders back while delivering your pitch.
- **Be enthusiastic.** Remember to actively show your interest in the company. The listener should be left with a positive impression at the end of the pitch and want to ask questions.
- **Be prepared for follow-up questions.** After your pitch, the company representative may ask questions on your resume, background, and/or interest in/knowledge of the company.
  - International Students: Employers may ask if you are an international student. If they do, make sure to advocate for yourself. Some employers might not know that you can work without sponsorship. Explain what your intentions are (i.e., if you plan to stay and work in the US), you can work under Optional Practical Training (OPT), and why being an international student could be valuable to the company.

### General Content:

- **Greeting**
  - Offer a greeting like “hello” or “good morning” to break the ice.
- **About Me**
  - **Intro:** This would typically include your name, major, classification/grad date, and possibly your hometown.
  - **WHY are they a target company for you and WHY are you a potential good fit?** This could be a personal tie, industry interest, company interest, past work experience, research experience, class/personal project experience, coursework, etc.
- **Closing**
  - This can be a closing statement or a question for the recruiter. For in-person events, you can also offer your resume here if you haven’t already. If you are unsure about what questions to ask the recruiter, review the University Career Center's "Potential Questions to Ask at a Career Fair" resource.

## **Examples:**

**Example 1:** Good morning, my name is John Doe and I'm a senior Mechanical Engineering major graduating in May. I'm looking for a full-time position, and I'm really interested in XYZ Company because of \_\_\_\_\_. My resume shows more of my experience working in \_\_\_\_\_ which seems like it could be a good fit for the entry-level engineer position I saw on your website. Could I offer you a copy of my resume?

**Example 2:** Good afternoon – how has your day been so far? I'm John Student, a sophomore electrical engineering major from Houston, and I'm really interested in the aerospace industry. I'm currently involved in Raider Aerospace Society designing the electrical components of a payload we intend to launch in March, so I was particularly curious about the experience of electrical engineers at X Company during the design process. Can you tell me more about that?

**Example 3:** Hi, it's nice to meet you! My name is Jill Student and I am a first-year Computer Science major. I'm just getting started in classes, but I've been coding since I was 14 and I really enjoy learning new programming languages. I saw on the job description for your summer internship that you use C# which is something I've been teaching myself through personal coding projects. I'm really interested in hearing more about your internships if you could tell me more?

**Example 4:** Good morning, my name is Jane Student and I am a senior Petroleum Engineering major from Baton Rouge, LA looking for a full-time job in the oil and gas industry. I grew up around the industry and I've gained some experience through internships in midstream and downstream, and I'm hoping to continue learning and applying that experience after graduating. I saw on your website that you are increasing activity in the Permian Basin where I interned last summer. Can you tell me more about that?

**To practice your elevator pitch, email [coe.careers@ttu.edu](mailto:coe.careers@ttu.edu) for more information on critiques.**