**Elevator Pitch Worksheet**

An elevator pitch is a short, succinct introduction that tells a potential employer who you are and what you want to do with your experience, skills, and interests. It is a 30-sec commercial that communicates your accomplishments, the unique value you offer. Like a resume, the best elevator pitches are tailored to a specific audience and stimulate good conversation.

**CRAFT YOUR PITCH:**

**Who am I?**

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Classification/Major: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**What makes me unique?**

Skills/Strengths: *(Example: My BJU education taught me to think critically, communicate well, and solve problems. Those skills combined with my relationship building talents have helped me to thrive as a Student Ambassador, representing and promoting the university.)*

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Relevant Experiences: *(Examples: internship, study abroad, leadership roles, capstone projects, related work and/or volunteer experience)*

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**What are my goals?**

Professional goals: *(Examples: What do you hope to do with your degree? What career field are you interested in and why? What do you hope to gain from working for this company/employer? What skills do you want to further develop?)*

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Opportunity (s) I’m seeking: *(Examples: exposure to specific type of work, what you want to learn more about? Are you seeking an internship or a full-time position?)*

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Kind of work I’m interested in: *(Examples: What are you passionate about? Who do you want to serve? Who do you want to work alongside?)*

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**With what questions can I engage the employer?** *(Example: What are some steps I can take now and over this summer to become a great candidate for future internship opportunities?)*

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**Put it all together to write my pitch.**

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**Samples:**

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.

