

# ELEVATOR PITCH



Claremont Graduate University  
*Career & Professional Development*

# WHAT IS AN ELEVATOR PITCH?

A quick summary of your professional background, experience, and purpose

Tells a quick story of who you are, what you do, and where you want to go

# WHEN TO USE AN ELEVATOR PITCH?



JOB FAIRS OR  
CAREER SUMMITS



NETWORKING  
MEETINGS OR  
INFORMATIONAL  
INTERVIEWS



ONLINE BIOS (E.G.,  
LINKEDIN)



IMPROMPTU  
MOMENTS: WAITING IN  
LINE AT STARBUCKS OR  
AT A DINNER PARTY

# WHAT GOES INTO MY ELEVATOR PITCH?

Keep it brief: 30-60 seconds

Present-Past-Future Structure | Content-Structure-Delivery

- What you're currently doing
- Recent accomplishments & important skills
- Goals and future direction

Follow up with a question or request

## EXAMPLE:

My name is Chris Varano, and I am second year master student at Claremont Graduate University.



Upon graduating I will be working as a consultant at EY. My key skills include change management, organizational development, leadership, and Microsoft excel.

In the next few years, I see myself either moving up the ranks in the consulting field or pivoting to a new industry such as finance.

I would love to hear more about your organization and stay connected for opportunities at your company.

# IMPORTANCE



Makes strong first impression



Build future connections



Get referred for a job or internship



Learn about a new field or industry

# WHAT TO AVOID

Speaking too quickly or sounding scripted

Rambling or going over 60 seconds

Fidgeting

Not making eye contact

# EXAMPLE: GOOD ELEVATOR PITCH



[Media1.mp4](#)



# EXAMPLE: GOOD ELEVATOR PITCH



# EXAMPLE: POOR ELEVATOR PITCH



[Media3.mp4](#)



## ACTIVITY: PRACTICE YOUR OWN ELEVATOR PITCH



### 1. PRESENT

How are you currently developing yourself professionally? (e.g., school, research, employment, etc.)

### 2. PAST

What relevant skills and experience demonstrate your expertise?

### 3. FUTURE

What relevant professional goals do you have? (e.g., job opportunities, leadership, industry or career pivots, etc.)

### 4. CONCLUSION

What do you want from the other person? (e.g., future consideration, opportunities, referral, etc.)

## PROGRAM AND EVENTS

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**Harnessing Your Emotional  
Intelligence in Your Career**

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**Interviewing Bootcamp**

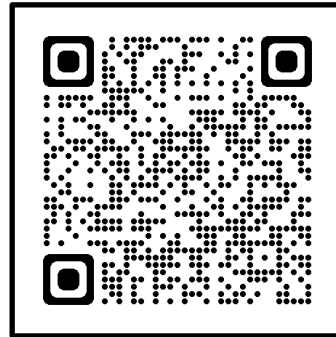
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**Conversations About the Future**

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**Negotiating Your Offer Letter**

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**Industry Summit**

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**Establishing Your Personal  
Career Board of Directors**

**The Walt Disney Company**

Collaboration with  
PIHRA CGU

**Diversity Statement Webinar**

Collaboration with  
Preparing Future Faculty



# Movie Night!

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**JOIN US TONIGHT AT 5PM IN ACB 214 FOR A MOVIE, PIZZA,  
AND WINGS TO GET IN THE SPIRIT OF THE SUPERBOWL!**

# CAREER AND PROFESSIONAL DEVELOPMENT TEAM



**Michelle Ponce**  
Director



**Ro Lee**  
Associate Director



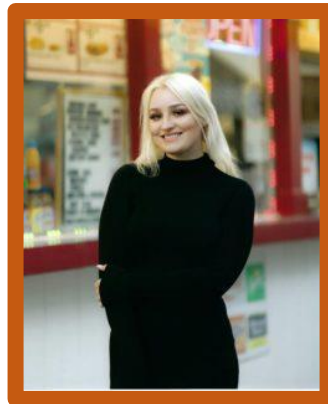
**Rebecca Grim**  
Peer Career Consultant



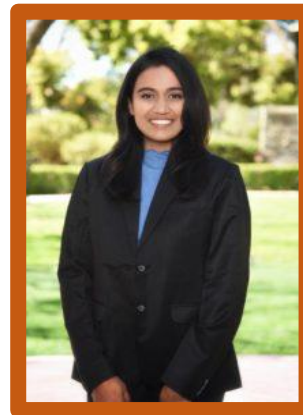
**Chris Varano**  
Peer Career Consultant



**Kaajal Sheth**  
Social Media &  
Communications Specialist



**Ciara Hernandez**  
Campus & Industry  
Partnership Specialist



**Vaishnavi Mansabdar**  
Campus & Industry  
Partnership Specialist



**Kasturi Gavali**  
Data & Analytics  
Specialist



**Jason Sun**  
Data & Analytics  
Specialist