

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.)

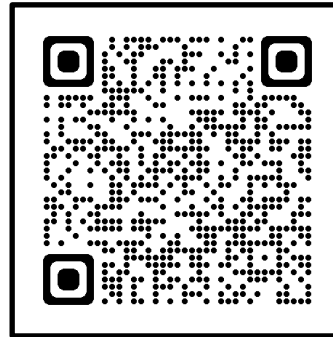
PROGRAM AND EVENTS

**Harnessing Your Emotional
Intelligence in Your Career**

Interviewing Bootcamp

Conversations About the Future

Negotiating Your Offer Letter



Industry Summit

**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!

**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



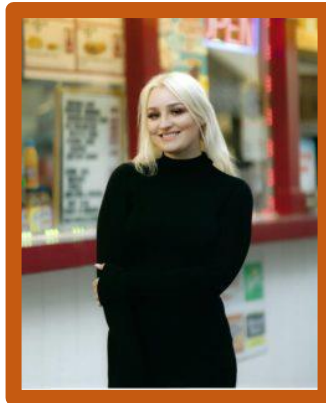
Rebecca Grim
Peer Career Consultant



Chris Varano
Peer Career Consultant



Kaajal Sheth
Social Media &
Communications Specialist



Ciara Hernandez
Campus & Industry
Partnership Specialist



Vaishnavi Mansabdar
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Partnership Specialist



Kasturi Gavali
Data & Analytics
Specialist



Jason Sun
Data & Analytics
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