

Elevator Pitch

An elevator pitch is a clear, brief message about you. It communicates who you are, what you are looking for, and how you can be an asset to a company or organization. It's typically about 30 seconds, the time it takes people to ride from the top to the bottom of a building in an elevator (hence the name). The idea behind having an elevator pitch is that you are prepared to share this information with anyone, at any time, even in an elevator. At a career fair, you can use your pitch to introduce yourself to employers.

- After you write out your pitch, memorize and practice it
- When practicing, make sure you do it OUT LOUD. You want it to sound natural.

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| Introduce yourself Include your name, year in school, program, and when you plan to graduate | |
| Discuss your experience Talk about why you chose this path and experiences you have already had | |
| Strength or skill example Talk specifically about a strength or skill you have and an example of when you used it successfully | |
| Ask about the company Finish with a question for the person you are talking to. Try to stand out! | |

Example:

Hi, my name is Lindsey. I am currently a first year student attending Lake Superior College in Duluth, MN. I am making progress towards my Accounting AAS degree which I plan to receive in May 2026. This last summer I did an internship with the Groundhog Hedge Fund Group and it has opened my eyes to the possibilities of positions within Accounting. Ever since I can remember I have always had an interest in numbers and I feel certain that this is something I want to do in my future career. Next summer I hope to get another internship learning more about how the financial market operates. I really enjoy positions where I can assist others with their finances and I had a blast this year preparing a presentation as a team with a group of other students for my business management introductory course. Can you tell me about what opportunities accountants have within your company?

