Examples by Industry Elevator Pitches

Career Strategies and Engagement (CSE)

Brandeis INTERNAT BUSINESS

As a business school student, you'll regularly introduce yourself to professional people - when you're attending a professional networking event, or when you're meeting a professional contact for a coffee chat, or when you're asked to "Tell me about yourself." Don't be surprised by these situations. Develop and practice a brief, compelling introduction of yourself - your "Elevator Pitch" - and adapt its details for different professional situations. Your Elevator Pitch should be 60 seconds or less.

It's often called an Elevator Pitch because it's a compelling verbal description of you (a "pitch") that's brief enough to deliver during an elevator ride.



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Consulting

Recommended Articles

How to Craft an Effective Elevator Pitch¹

Accenture recommends that you perfect your elevator pitch regardless of your role so that you can be clear and concise in expressing who you are and what career you aspire to have. They recommend following five steps:

- 1. Communicate your experience and expertise. Express what you are passionate about and what you are looking to do.
- 2. Write your pitch down and review it.
- 3. Practice!
- 4. Be careful about using jargon.
- 5. Keep your business cards on hand.

Be prepared to tailor your pitch to any audience and practice!

Composing Elevator Speeches²

Deloitte offers a worksheet to craft your elevator pitch with advice and an example. They recommend answering questions like: Who am I? What is my unique selling proposition? And more!

Career Fair Examples

Example A

I am a first-year Master's student for International Economics and Finance here at Brandeis University. After that, I plan to get my CPA and work in the Big 4, specifically in Tax. Currently, I am Vice President of Brandeis Consulting Association, and I am an intern at Invesco where I help prepare various financial statements. I also really enjoy competing in martial arts tournaments in my free time. My aim here today is to find out more about you and get some insights into what it would be like to work at Deloitte. Could you tell me more about what you do and what made you choose Deloitte³?

Example B

Hi! My name is Jane Wilson. I am currently a student at Brandeis International Business School pursuing a Master of Business Administration degree. With my MBA coursework, I am focusing on talent management, as I hope to work my way up to CEO one day. To start practicing my management skills, I have taken on a volunteer job at my school's study center where I am responsible for scheduling and overseeing a team of 15 tutors. With my graduation quickly approaching, I am looking to find a position as a Strategic Business Consultant where I can use my skills in talent management and financial planning to help companies become more profitable and efficient⁴.

Job Interview Example

I am an aspiring IT strategy project manager with experience in Big 4 Consulting, industry and start-up environments. This year I will be completing my MBA at Brandeis International Business School. Previously, I was a Manager with Deloitte Digital, where I provided Digital Enablement, IT Strategy & Roadmap, and IT Governance consulting services. I have worked across several industries, but my niche is Media where I've successfully delivered projects for Fortune 100 clients such as (X, Y, and Z clients). I'm known for thriving under chaotic project environments with tight deadlines and changing scope. Both in school projects and at work, my peers depend on me to keep the team focused. I was excited about your Program Manager role, because I have deep experience in the Media sector and can make an immediate impact on your team⁵

¹ Whittaker, James. "4 Proven Big 4 Networking Tips." Big 4 Career LAB, Dream Career LAB Inc., 5 Mar. 2018, big4careerlab.com/4-proven-big-4-networking-tips/.

² Deloitte. "Composing Elevator Speeches." Deloitte, 2019,

www2.deloitte.com/content/dam/Deloitte/us/Documents/AlumniRelations/ElevatorSpeechTool_2019.pdf.

³ Whittaker, James. "4 Proven Big 4 Networking Tips." Big 4 Career LAB, Dream Career LAB Inc., 5 Mar. 2018, big4careerlab.com/4-proven-big-4-networking-tips/.

⁴ French, Jessica. "Elevator Pitch Writing Tips & Examples." The Money Alert, 19 Dec. 2018, www.themoneyalert.com/elevator-pitch-writing-tips-examples/.

⁵ Deloitte. "Composing Elevator Speeches." Deloitte, 2019,

 $www2. deloitte.com/content/dam/Deloitte/us/Documents/AlumniRelations/ElevatorSpeechTool_2019.pdf. \\$

Data Analytics & Tech

Recommended Articles

3 Elevator Speech Examples for the Job Hunt⁶

This article advises tailoring your pitch to align with your audience and your goals, providing three examples with pointers for three essential elements of your elevator pitch:

- 1. Explain your benefits
- 2. Tell your story
- 3. Target your market

Career Fair Examples

I fell in love with technology after winning a programming contest in eighth grade. That led to a degree in computer science, and I've now worked in IT for eight years. I recently wrapped up a contract as a senior data analyst with a big bioinformatics company, and I'm now looking for opportunities with other large medical data organizations⁷.

Networking Event Examples

Example A

Hi! My name is Larry Jones. I am a Business Analyst at ABC Bank within the cybersecurity division. Did you know that large-scale cybersecurity breaches are growing by 27% every year? And because of our data's value, the majority of those attacks are targeted specifically towards the banking industry. As a cybersecurity business analyst, we are making daily strides in preventing attacks before they happen, so we can continue to promise our 30 million customers that their data is safe. I am always looking to network with like minded individuals and would love to keep in touch. Do you have a business card that we can exchange? Please feel free to reach out if you have any questions about the banking industry or cybersecurity⁸.

Example B

I'm Ben, and I attend Brandeis International Business School, where I'm pursuing an MBA. Two summers ago, I interned at AT&T. This past summer, I interned at Verizon, where I learned about operations management, human resources, and project management. I want to stay in the communications technology sector because I know I can build a wide range of operations-related skills here. Right now, I am also studying for my PMP, so that's taking up a lot of my time. My hope is to leverage it for opportunities in the tech sector – I want to lead teams to success⁹.

⁶ Half, Robert. "3 Elevator Speech Examples for the Job Hunt." 3 Elevator Speeches for the Job Hunt, Robert Half International, 4 Sept. 2019, www.roberthalf.com/blog/job-market/3-elevator-speech-examples-for-the-job-hunt.

⁷ Half, Robert. "3 Elevator Speech Examples for the Job Hunt." 3 Elevator Speeches for the Job Hunt, Robert Half International, 4 Sept. 2019, www.roberthalf.com/blog/job-market/3-elevator-speech-examples-for-the-job-hunt.

French, Jessica. "Elevator Pitch Writing Tips & Examples." The Money Alert, 19 Dec. 2018, www.themoneyalert.com/elevator-pitch-writing-tips-examples/.

⁹ Patel, Jason. "How to Create a Perfect Elevator Pitch (Awesome Examples Included!)." The Admissions Strategist, Transizion, 4 Oct. 2018, www.transizion.com/elevator-pitch-elevator-speech/.

Economics

Recommended Articles

How to Give the Perfect Elevator Pitch (with examples to get you there)¹⁰

Careerland breaks down elevator pitch recommendations into how to write and how to deliver your pitch.

How to write:

- Length: 30-60 seconds to deliver (about 75-100 words)
- Structure: Summary (Present) → Background (Past) → Goals (Future)

How to deliver:

- With style and substance
- Important Principles: be yourself, be confident, be persuasive, don't rush, keep it conversational
- Practice

The Elevator Speech - How to Develop and Use It In Your Job Search¹¹

With many different examples to demonstrate, this article offers five main tips to improve your pitch. Briefly, they are:

- 1. Introduce yourself
- 2. Tell your story in few words to set yourself apart and communicate your value
- 3. Be energetic and use emotion
- 4. Mention how you can benefit the employer
- 5. Use a hook to remain memorable and extend the relationship

Career Fair Example

Hello, I'm Jeff Snyder and I just finished a BA/MA in International Economics and Finance from Brandeis International Business School where I was also a pitcher on the baseball team during undergrad. From class projects to sports, I've learned about how important teamwork is. I have a high energy level and strong analytical and technical skills that can help a company profit and grow. I'm in the process of searching for a position and a company where I can make a difference¹².

Networking Event Example

Hi, I'm Claire, it's great to meet you. Currently, I am a Research Assistant at the Federal Reserve Bank of Boston, specializing in the impact of local crime on the economy. I first studied Economics and then went on to take a Master's degree in International Economics and Finance at Brandeis International Business School. After completing an internship with the United Nations Development Program, I've spent the last 2 years practicing research. I am most interested in working for an international NGO or charity, and am looking for opportunities that are more focused on helping support entrepreneurship in low-income communities¹³.

¹⁰ Graduateland Editorial Team. "How to Give the Perfect Elevator Pitch (with Examples to Help You Get There)." Careerland, 31 Jan. 2019, careerland.dk/en/article/how-to-elevator-pitch.

^{11 &}quot;The Elevator Speech." OptimalResume.com, ThinkOptimal, 2020, admin.optimalresume.com/upload/ResourceFile_university_Elevator.pdf.

^{12 &}quot;The Elevator Speech." OptimalResume.com, ThinkOptimal, 2020, admin.optimalresume.com/upload/ResourceFile_university_Elevator.pdf.

¹³ Graduateland Editorial Team. "How to Give the Perfect Elevator Pitch (with Examples to Help You Get There)." Careerland, 31 Jan. 2019, careerland.dk/en/article/how-to-elevator-pitch.

Finance

Recommended Articles

Finance Job Search Elevator Pitch¹⁴

Tailored specifically toward a career in finance, from a coach who works only with financial professionals, this article offers some interesting points. It breaks your speech down into two, one for networking and one for a job interview.

Quick Tips Elevator Pitch¹⁵

Carnegie Mellon's quick tips for an elevator pitch begins by formatting your pitch into four parts where you answer who am I, what can I offer, why am I here, and what I hope happens in the future. They also offer a handful of really good tips as well as samples in different contexts, including how to weave your elevator pitch into a conversation.

Forget Your Resume! Graduates, This is the Elevator Pitch You Need to Memorise¹⁶

Beginning with a typical elevator pitch, this article shows you how to move past an acceptable, yet underwhelming pitch to create one that makes a lasting impression.

Career Fair Examples

Example A

Hi, my name is John, I'm a student at Brandeis International Business School. I expect to graduate with an MSF this May. If everything goes as expected, I should be graduating with a GPA of over 3.5. I read an article the other day that your company is considered one of the most innovative businesses in Malaysia right now. I've just finished an internship with ABC tech company a couple of months ago, and they told me to consider joining them full time after I graduate. However, I'm also very curious to see if your company would consider looking at Accounting graduates¹⁷?

Example B

Hi, my name is Sarah Jones and I'm a recent graduate of Brandeis International Business School with an MSF seeking a position with a public accounting firm. I interned with Deloitte in the corporate tax department, already passed the first part of my CPA exam, and have a real talent for communicating with clients. I work well with clients and deliver under pressure. I'd love to learn more about your company¹⁸.

Example C

Hi, my name is Tom Parker my classmates sometimes call me "The Excel Guru." I'll be receiving a Masters in International Economics and Finance from Brandeis International Business School this spring. My passion is helping companies measure, make and save money using my finance and accounting expertise. I have a great foundation and a special skill for complex problem solving and am looking for an employer who can appreciate the uniqueness of what I have to offer. I'm eager to find someplace where I can be challenged every day¹⁹.

¹⁴ Muusers, Suzanne. "Job Search Elevator Pitch for Finance and Investments." The Prosperous Advisor Coaching Blog, International Coach Federation, 14 June 2019, www.prosperitycoaching.biz/blog/x-c-job-search-elevator-pitch/.

^{15 &}quot;Elevator Pitch." Career & Professional Development Center, Carnegie Mellon, 2020, www.cmu.edu/career/documents/quick-tips/elevator-pitch.pdf.

¹⁶ Wobb. "Forget Your Résumé! Graduates, This Is The Elevator Pitch You Need To Memorise." Vulcan Post, GRVTY Media, 2 June 2016, wulcanpost.com/577279/elevator-pitch-for-graduates/.

¹⁷ Wobb. "Forget Your Résumé! Graduates, This Is The Elevator Pitch You Need To Memorise." Vulcan Post, GRVTY Media, 2 June 2016, wulcanpost.com/577279/elevator-pitch-for-graduates/.

^{18 &}quot;The Elevator Speech." OptimalResume.com, ThinkOptimal, 2020, admin.optimalresume.com/upload/ResourceFile_university_Elevator.pdf.

¹⁹ "The Elevator Speech." OptimalResume.com, ThinkOptimal, 2020, admin.optimalresume.com/upload/ResourceFile_university_Elevator.pdf.

Networking Event Example

I spent 15 years working in investment banking on Wall Street. It was a fast-paced environment where you had to be on your toes and ready for anything. I do my best work when I'm challenged by my environment to step up and make a difference. I have a natural ability to research opportunities, analyze options, and exercise independent judgment on matters of importance. I'd like to take these skills and get into the private equity field²⁰.

Job Interview Example

Hi, I'm Amelia Malkin. I am an MA student at Brandeis International Business School completing a track in International Economics and Finance. Last summer, I interned with PNC Financial Services as a Sales and Trading Summer Analyst in the Derivatives Product Group. I'm now interested in pursuing a summer internship position with Citi in Sales and Trading where I can utilize my communication skills and solid quantitative abilities. My experience as a student athlete at Brandeis University has helped me to develop a strong teamwork ethic, time management skills and the ability to stay calm under pressure, and these abilities will help me to be successful in a financial services career. Can you describe some common projects an intern would get to work on in the Sales and Trading division²¹?

General

Recommended Articles

10 Dos and Don'ts for Delivering Your Elevator Pitch²²

Management Consulted presents valuable dos and don'ts for your elevator pitch so that you can effectively build and deliver your personal brand statement. For instance, DO be confident, DO drop brand names, DON'T be afraid to brag (gently), and DO end your pitch with a question.

Creating Your Elevator Pitch²³

If you are looking for a more structured worksheet to help you craft your initial speech, here one is! The University of Arizona helps you develop your content and organize your basic pitch by answering a series of questions, with examples to boot.

Elevator Pitch - Stanford Graduate School of Business²⁴

This article is short and concise, but offers unique advice. They advise you to think about the underlying message of your pitch as you communicate "you will like working with me", "our values are aligned", and "I can help you and your company succeed".

Career Fair Example

"Hi, my name is	and I'm a	(year in school) at Brandeis International Business School for
(program) ar	nd (concer	ntration, if applicable). I am interested in pursuing work in
(industry/fie	ld) and have done	(extracurriculars, organization, volunteering) as a result.
have developed these skills	s by (parti	cipating in an internship, working a particular job, etc.) ²⁵ .

²⁰ Muusers, Suzanne. "Job Search Elevator Pitch for Finance and Investments." The Prosperous Advisor Coaching Blog, International Coach Federation, 14 June 2019, www.prosperitycoaching.biz/blog/x-c-job-search-elevator-pitch/.

^{21 &}quot;Elevator Pitch." Career & Professional Development Center, Carnegie Mellon, 2020, www.cmu.edu/career/documents/quick-tips/elevator-pitch.pdf.

²² "10 Dos & Don'ts for Delivering Your Elevator Pitch." Management Consulted, 17 Feb. 2020, <u>managementconsulted.com/10-dos-donts-delivering-elevator-pitch/.</u>

²³ "Creating Your Elevator Pitch." Creating Your Elevator Pitch | Student Engagement and Career Development, career.arizona.edu/creating-your-elevator-pitch.

²⁴Alumni Career Services. "Elevator Pitch." Stanford Graduate School of Business, 2020,

www.gsb.stanford.edu/alumni/career-resources/job-search/networking/elevator-pitch.

²⁵ "Elevator Pitches: Examples and Suggestions for Students." Titan Web Marketing Solutions, 9 Jan. 2017, titanwebmarketingsolutions.com/elevator-pitches-examples-suggestions-students/.

Networking	Event	Examp	le

Hi, my name is _____. I study/am a_____. What program are you in? at Brandeis International Business School. I have experience in_____. How have you applied your passion in a real world setting? What's something interesting that you have done in the past? I'm interested in /in the future I want to____. What do you want to do in the future? What are you passionate about? How does this relate to what your listener does²⁶?

Job Interview Example

My name is ____ and I am interviewing for the _____ position. I believe I could be a great addition to your team, and here's why. My skills and background are a perfect match for this position. I have strong experience working with ____, ___ and ____, which makes me a great candidate for the job. These positions, along with my ____ degree from Brandeis International Business School, have provided me with strong and varied experience. Did you know that working with other team members in groups of five can help accomplish this task in a faster and more efficient way? I learned that by working on a project involving _____ and serving as the project leader. I assigned roles to each

member of the team depending on their experience. We managed to exceed our expectations by the end of the quarter

Investment Banking

Recommended Articles

How to Advance Your Career in 30 Seconds with the Elevator Pitch²⁸

This article is filled with great advice from experts in the field and explains some of the key basics to a successful pitch. Consider what makes up your brand in both facts and emotion, then communicate it well.

How to Create a Perfect Elevator Pitch (Examples Included!)²⁹

Though longer, this article from The Admissions Strategist provides more in depth guidance with many details and many examples for each element of your pitch. Check out the "More Examples" section for better examples and the advice from professionals section.

Career Fair Examples

Example A

Hi, my name is Jethro Jacinto, and I am a first year Master's candidate at Brandeis International Business School for International Economics and Finance. My objective is to break into the financial industry and I'm looking for a position that will allow me to use my research and analytical skills. Through my past internships, I have developed the essential quantitative and analytical skills and the necessary leadership to excel in a fast-paced environment without being micromanaged, which led me to become extremely detail oriented, meticulous, and organized. Can you tell me how someone with my experience may fit into your organization³⁰?

²⁶ "Perfecting Your Elevator Pitch." George M. Pullman Educational Foundation, 30 Oct. 2018, www.pullmanfoundation.org/elevate-your-elevator-pitch/.

²⁷ "Elevator Pitch Examples: Northeastern University." Northeastern University D'Amore-McKim School of Business, onlinebusiness.northeastern.edu/master-of-business-administration-mba/elevator-pitch-guide/pitch-examples/.

²⁸ Hamann, Florian. "How to Advance Your Career in 30 Seconds with the Elevator Pitch." EFinancialCareers, 4 May 2018, news.efinancialcareers.com/us-en/151974/how-to-advance-your-career-in-30-seconds-with-the-elevator-pitch.

²⁹ Patel, Jason. "How to Create a Perfect Elevator Pitch (Awesome Examples Included!)." The Admissions Strategist, Transizion, 4 Oct. 2018, www.transizion.com/elevator-pitch-elevator-speech/.

³⁰ Jacinto, Jack. "Elevator Pitch Draft." Scribd, Scribd, 2020, es.scribd.com/document/314820781/Elevator-Pitch-Draft.

Example B

Hello, nice to meet you, I'm James. I'm currently a second-year MSF candidate at Brandeis International Business School. I'm aspiring to become a financial professional when I graduate. I've had a couple of internships where I worked with several senior bankers helping them with valuation work and marketing materials to be presented with clients. One thing I really enjoyed as an investment banking intern was the exposure to the financial aspect of dealing with clients. The position you have listed in (company name) seems like it would be a perfect fit for someone with my skills. I'd like to hear more about the different types of career opportunities in your organization³¹.

Networking Event Examples

Example A

Hi, my name is Jonathan. I worked in Investment Banking for 7 years, first with Company X and then with Company Y. I'm looking to get into the technology investment field in private equity or venture capital. Something unusual about me is that my wife and I were in the Peace Corps right out of college and we just adopted a rescue Border Collie³².

Example B

Hey there, I'm Dom. I work as a financial analyst for Goldman Sachs. Since my goal is to become an investment banker, I'm putting in long hours helping with investment decisions. Right now, I'm getting a lot of practice with analyzing data in the energy sector. This job is demanding, and so are my colleagues. The opportunity has given me the chance to improve my communication and self-management skills. I want to stay in the financial sector because I love numbers. Down the road, I'd like to work in venture capital or start my own investment-banking firm. I'm setting up the foundation for my dream by networking with established investors who can give me access to their connections³³.

Management

Recommended Articles

Elevator Pitch Writing Tips & Examples³⁴

The Money Alert presents an awesome guide to elevator pitches with a myriad of tips and examples. Use different types of elevator pitches for different situations.

Elevator Pitch for Project Management³⁵

Improving the content, brevity, and persuasiveness of your pitch for project management.

Career Fair Example

I am a professional and driven property development manager with a demonstrated history of working in the hospital and healthcare industry on large-scale projects with values of up to \$150 million. With more than 10 years experience in property development, I am skilled in value engineering, cost management, urban planning, contract/design management and feasibility studies, and am renowned for my ability to deliver projects on time and on budget. I am tertiary qualified in Project Management and Architecture and am seeking a senior management position³⁶.

³¹ Jacinto, Jack. "Elevator Pitch Draft." Scribd, Scribd, 2020, es.scribd.com/document/314820781/Elevator-Pitch-Draft.

³² Muusers, Suzanne. "Job Search Elevator Pitch for Finance and Investments." The Prosperous Advisor Coaching Blog, International Coach Federation, 14 June 2019, www.prosperitycoaching.biz/blog/x-c-job-search-elevator-pitch/.

³³ Patel, Jason. "How to Create a Perfect Elevator Pitch (Awesome Examples Included!)." The Admissions Strategist, Transizion, 4 Oct. 2018, www.transizion.com/elevator-pitch-elevator-speech/.

French, Jessica. "Elevator Pitch Writing Tips & Examples." The Money Alert, 19 Dec. 2018, www.themoneyalert.com/elevator-pitch-writing-tips-examples/.

³⁵ Soulie, Alain. "Elevator Pitch for Project Management (Part 1)." ProjectManagement.com, 23 Nov. 2015, https://www.projectmanagement.com/articles/308837/Elevator-Pitch-for-Project-Management--Part-1-.

³⁶ "6 Examples of Amazing Elevator Pitches That Are Sure to Impress - SEEK Career Advice." Seek Career Advice AU, www.seek.com.au/career-advice/article/6-examples-of-amazing-elevator-pitches.

Networking Event Examples

Example A

I am Tim Warren and a recent MBA grad from Brandeis International Business School. As an undergraduate, my major was Spanish, with a minor in Communications, and I'm hoping to work in employee relations and human resources for an international company. I interned last year at a division of Optimal International and really enjoyed it. I'm multilingual, so ideally, I'd like to work overseas at some point or with a culturally diverse workforce here in the US. I can relocate anywhere for the right opportunity³⁷.

Example B

I am a motivated and analytical project manager with more than 15 years experience in the financial services industry, specializing in business lending. In my latest role, I was responsible for rolling out a new microenterprise program which helped more than 100 small businesses kick start their operations. I am proud of my solid track record of delivering projects that have had proven business benefits and, after furthering my education with an MBA from Brandeis International Business School, I am now looking to take on greater responsibility, with project budgets greater than \$10 million and leading large teams of more than 30 FTE³⁸.

Marketing

Recommended Articles

How to Write An Elevator Pitch That Sounds Like You and Gets You the Job³⁹

This read carries a lot of valuable information including what can make or break your pitch, tangible steps to develop your pitch, tips for quick and creative explanations of complicated situations, and examples.

Tips for Perfecting Your Elevator Pitch⁴⁰

With tips from an award winning marketing professional, this article provides insight into marketing yourself, breaking it down into key elements of research and delivery of your pitch. Example tips include knowing your audience, testing and tweaking, and being conversational among others.

Career Fair Example

I am Jonathan Mendoza. I am originally from Alabama but recently moved to New York City, as it has always been my dream to live and work in the city. I graduated in December 2018 from the Brandeis International Business School, located in Massachusetts, with a Masters in International Economics and Finance and a Concentration in Marketing. With experience in content creation, I was lucky enough to quickly land a position as a content marketing specialist at Fueled, a technology consultancy, where I write copy for landing pages, create and publish blog content, and manage social media. I am seeking opportunities in the digital marketing industry. I would love to hear more about your company⁴¹.

Networking Event Example

Example A

Hi, my name is Hannah and I am a recent graduate of Brandeis International Business School with an MA in International Economics and Finance and a Concentration in Marketing. I'm a tech triple threat — designer, developer and digital

³⁷ "The Elevator Speech." OptimalResume.com, ThinkOptimal, 2020, admin.optimalresume.com/upload/ResourceFile_university_Elevator.pdf.

³⁸ "6 Examples of Amazing Elevator Pitches That Are Sure to Impress - SEEK Career Advice." Seek Career Advice AU, www.seek.com.au/career-advice/article/6-examples-of-amazing-elevator-pitches.

³⁹ Smith, Kelli. "How to Write an Elevator Pitch: A Step-by-Step Guide." Skillcrush, 2020, skillcrush.com/blog/elevator-pitch-proud-of/.

⁴⁰ Sanfilippo, Marisa. "Top Tops to Perfect Your Elevator Pitch." Business News Daily, 19 Sept. 2019, www.businessnewsdaily.com/4034-elevator-pitch-tips.html.

⁴¹ Sanfilippo, Marisa. "Top Tops to Perfect Your Elevator Pitch." Business News Daily, 19 Sept. 2019, www.businessnewsdaily.com/4034-elevator-pitch-tips.html.

project manager. My superpower is my organizational skills paired with my creative background in photography, graphics, and social media marketing. And, currently, I'm part of a team developing a social networking app^{42} . Example B

As a Digital Marketing Manager at XYZ, I coordinate all stages of creating audiovisual marketing materials: from the concept, to execution, to promotion. At the beginning of last year, I got a list of 15 campaigns and a set budget for all of them. Together with our Technology Department, we came up with a strategy of cross-departmental communications calibrating the tech solutions with all team's talents to cut redundant costs and increase efficiency. Under my leadership, we completed all 15 projects on time and over 10% below budget. By the end of the year, sales from all campaigns contributed to increasing revenue by 48%⁴³.

Job Interview Example

I am a Chicago native, with five years of data analysis experience. Speaking of, I noticed on your LinkedIn profile that you're also from Chicago! Now, I am living in Boston following my recent completion of a Master's in Business Analytics from Brandeis International Business School. Here, I have a marketing internship that fits well with my passion for analytics and conceptualizing creative campaigns. Having been so inspired by the active lifestyle here, I never left. Now, I'm looking for my next professional challenge, and believe I can bring these same skills to bear in the digital strategy role at your company⁴⁴.

Startup

Recommended Articles

How to Write a Killer Elevator Pitch⁴⁵

The Interview Guys are at it again with killer advice and samples, demonstrating how a well-crafted pitch could even help sell refrigerators to penguins at the North Pole. Well, maybe not, but it can work wonders.

11 Elevator Pitch Examples for Entrepreneurs⁴⁶

As much as you need to sell yourself, as an entrepreneur you also need to sell your ideas. This article shows how you can tailor your speech to effectively pitch your ideas as well.

Elevator Pitch Examples from Successful Startups⁴⁷

A different spin, this article details distinct pitch types from a deck to a 30 second speech, their differences and similarities paired with advice and examples from startups that have already been successful.

How to Prepare the Perfect Elevator Pitch⁴⁸

This article from Forbes presents an important point for entrepreneurs, but really for anyone out there, that you will be meeting and speaking with a variety of characters in a variety of scenarios. Each will play a different role in your life and each will be looking for something different from you, too. Therefore, the perfect pitch will be simple, but tailored in length and content to your audience and environment.

⁴² Smith, Kelli. "How to Write an Elevator Pitch: A Step-by-Step Guide." Skillcrush, 2020, skillcrush.com/blog/elevator-pitch-proud-of/.

⁴³ Tomaszewski, Michael. "How to Create an Elevator Pitch (12 Examples & Template)." Zety, 6 Nov. 2019, zety.com/blog/elevator-pitch.

⁴⁴ "How to Answer the 'Tell Me About Yourself' Interview Question." Chegg Internships, 16 Mar. 2020, www.internships.com/career-advice/interview/how-to-answer-tell-me-about-yourself.

⁴⁵ Simpson, Mike. "How To Write A Killer Elevator Pitch (Examples Included)." The Interview Guys - Get The Interview, Get The Job!, 30 Jan. 2020, theinterviewguys.com/write-elevator-pitch/.

⁴⁶ Saunders, Amy. "11 Elevator Pitches from Small Businesses." Keap, Keap, 4 Feb. 2020,

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^{47 &}quot;Elevator Pitch Examples from Successful Startups." Slidebean, slidebean.com/blog/startups-elevator-pitch-examples.

⁴⁸ Cremades, Alejandro. "How To Prepare The Perfect Elevator Pitch." Forbes, Forbes Magazine, 8 Sept. 2018, www.forbes.com/sites/alejandrocremades/2018/09/08/how-to-prepare-the-perfect-elevator-pitch/#3748815870e5.

Job Interview Examples

Example A

Hello, I am Jamie. I am so glad you have taken the time to meet with me. I am currently a student at Brandeis International Business School where I am getting my Master's degree in Business Administration. I am very active in my school's Office of Academic Affairs and Student Experience, and as a representative for my class, I have helped organize various projects and events, such as the Business School Goes Green initiative. I have always known I wanted to work in sustainability, and as an active, working student, I have experience thriving in a dynamic environment where project prioritization, creativity, and hard work are key to success. That is why I think I would make a great addition to your clean energy startup⁴⁹.

Example B

I am working on a Master's degree in International Economics and Finance from the Brandeis International Business School. I have been an intern at the startup Cali Dreams for 2 years, where I'm currently working as a Development Assistant. I have been able to succeed in that role by bringing operating procedure improvement and successful fund-raising opportunities to the company. I believe my strengths in prospect material production could bring support agency connections and strategic calendar development to the table as your business developer⁵⁰.

⁴⁹ Graduateland Editorial Team. "How to Give the Perfect Elevator Pitch (with Examples to Help You Get There)." Careerland, 31 Jan. 2019, careerland.dk/en/article/how-to-elevator-pitch.

⁵⁰ A., Angelica. "3 Elevator Pitch Examples for Students." Slidebean, 23 Apr. 2020, slidebean.com/blog/startups-elevator-pitch-examples-for-students.