

How to write a “This is Me” Pitch

- Start with who you are.
- Write about what you do and how you do it.
- Explain the results of your work and what makes you unique.
- Record your pitch. Practice on others. It should be 60-90 seconds.
- Keep in mind you want to make a powerful first impression and demonstrate warmth in a personal pitch

Outline:

- **Who Are You?**

Good afternoon. My name is XXX. I am a pending graduate of Bucknell University. I will be graduating in May 2021 with a degree in Business Consulting, with a focus in Management and Sustainability.

- **What You Do or Offer?** Use your strengths as your guide and write a sentence about each strength and have an example ready to show how that strength has helped in the past.

Throughout my college career, internships and community service, I have been able to utilize my time management, creativity and collaboration skills to gain insights experience that will be helpful to an organization upon graduation.

- **What Problem Do You Solve?** Identify the value you offer an employer. Note: This will be specific to a position you are applying for and will change depending on your audience.

I am comfortable working independently and I am also a flexible team player who can quickly adapt to working with all types of people and their varying needs. I enjoy the creative process that is involved in problem solving and the sense of pride that comes along with achieving a goal.

- **How You Are Different?** What sets you apart from every other candidate.

I am most proud of the work my fraternity did on a fundraising project. As a team, we raised over (insert amount) for (insert foundation). We exceeded our original goal of (insert amount) and we double what every other fraternity did on campus that year. Our success can be attributed to our creative ways of interacting with alumni, our dedication to the cause and our collaboration as a team.

- **Ask a Question:** Elevator pitches are generally delivered in in-person situations, such as an elevator or networking event, which means you want to be social and engage your lead in a conversation.

Examples of questions to prospects: 1) What do you like best about working at xyz company 2) What qualities do you value most in a new hire? 3) Do you have some advice for a recent college grad like myself?

State your goal/Call to Action: Once your pitch is done, give the person something to do next in a [call to action](#), ask them if they feel your skills are good match for the position. Let them know you are interested.

Can I provide you with additional information about my background to help you determine how I can assist your organization?

Sample This is Me Pitch

Hello,

My name is XXX and I am a pending graduate of Bucknell University. I will be graduating in May 2021 with a degree in Business Consulting, with a focus in Management and Sustainability.

Throughout my college career, internships and community service, I have been able to utilize my time management, creativity and collaboration skills to gain insights and experience that will be helpful to an organization upon graduation. I am comfortable working independently and I am also a flexible team player who can quickly adapt to working with all types of people and their varying needs. I enjoy the creative process that is involved in problem solving and the sense of pride that comes along with achieving a goal.

I am most proud of the work my fraternity did on a fundraising project. As a team, we raised over (insert amount) for (insert foundation). We exceeded our original goal of (insert amount) and we double what every other fraternity did on campus that year. Our success can be attributed to our creative ways of interacting with alumni, our dedication the cause and our ability to work together as a team.

My business focused education, combined with my experience in problem-solving and collaborating, make me a great candidate your company (or add a position, for example. "make me a great candidate for your project coordinator/consultant position"). My goal is to do important work for an organization that makes a positive impact.

Can I provide you with additional information about my background to help you determine how I can assist your organization?