

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 have worked in operations with various organizations for the past 10 years, focused on continuous improvement and team leadership.

- **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.

Through leading diverse teams, managing high-impact initiatives, and driving operational efficiencies, I've developed strong problem-solving, stakeholder management and change leadership skills. I thrive in both independent and team-based environments and enjoy bringing structure, clarity, and innovative solutions to complex business challenges.

- **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.

One accomplishment I'm especially proud of was leading a company-wide process optimization initiative where my team reduced operating costs by 22% within one fiscal year while improving service delivery times.

Our success came from data-driven analysis, cross-department collaboration and disciplined execution that aligned teams around measurable goals.

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

With a strong foundation in business operations and hands-on leadership experience, I'm now pivoting into [new field/industry], where I can apply my strategic mindset, execution strength and ability to build alignment to drive meaningful impact.

- **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.

I am excited to start my career in (insert), 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

Hi, my name is XXX, and I'm a results-driven professional with over 15 years of experience in operations and cross-functional leadership, most recently focused on process improvement and organizational strategy.

Through leading diverse teams, managing high-impact initiatives, and driving operational efficiencies, I've developed strong problem-solving, stakeholder management and leadership skills. I thrive in both independent and team-based environments and enjoy bringing structure, clarity and innovative solutions to complex business challenges.

One accomplishment I'm especially proud of was leading a company-wide process optimization initiative where my team reduced operating costs by 22% within one fiscal year while improving service delivery times.

Our success came from data-driven analysis, cross-department collaboration, and disciplined execution that aligned teams around measurable goals.

With a strong foundation in business operations and hands-on leadership experience, I'm now pivoting into [new field/industry], where I can apply my strategic mindset, execution strength and ability to build alignment to drive meaningful impacts.

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

Thank you for your time.