BOOOST YOUR VALUE: PREPARE AND PRACTICE YOUR PITCH

Preparation

• Keep it succinct but not too short: between 30 and 90 seconds
• Think of your pitch as a ‘highlights package,’ tailored to your audience
• Ask yourself: What are they looking for? What would they be most interested in knowing about me?
• Promote your work experience, your studies, your skill set and/or your career goals – whatever you think will help you create the strongest first impression
• The Elevator Pitch Builder on EmployMe can help you get started: https://employme.careercentre.me/u/v8y2x0zu

Practice

• Be mindful of both what you say and how you say it
• Try not to memorise a pre-prepared pitch; rather, know the points you want to speak to and proceed from there
• Your pitch is a key technique in building rapport with another person, so be sure to come across as agreeable and calm
• The Elevator Pitch tool on the Smart Career platform can give you sophisticated feedback on the content and style of your pitch: https://students.unimelb.edu.au/careers/smart-resume
• And don’t forget, you can book an appointment with a Career Advisor to build your confidence in connecting with employers: https://students.unimelb.edu.au/careers/get-advice/get-one-on-one-support