

Preparing a Networking Pitch

Webster University | Career Planning & Development Center

Your personal introduction is a brief, thoughtfully prepared and practiced message about your academic and professional self. It should be delivered with purpose and last no longer than one minute.

Your networking pitch will assist with providing focus to and direction for a conversation with an employer, professor, or any like-minded professional.

Review the information below to assist with preparing a customized personal introduction.

Your networking pitch tells people:

1. Who you are
2. What you do
3. Where you're going

1. **Who you are:** Hello, my name is Ryan Gorlok, and I am a sophomore Computer Science major at Webster University in St. Louis.

2. **What you do:** Outside of my studies, I work at the information technology help desk at Webster, where I assist faculty, staff, and students with a range of technical issues.

3. **Where you're going:** I'm looking ahead to Summer 20XX internship opportunities where I can apply and hone technical skills to solve problems creatively in a mission-driven and team-structured environment.

Tips for Success

Write variations of your networking pitch to prepare for any industry event where you will exchange information with like-minded professionals.

Challenge yourself when writing by asking yourself "so what?" and "why is this important?"

Memorize your pitch and practice its delivery in front of friend.

Deliver your pitch with consistent eye contact

Prepare to engage in a conversation about the information you share. Actively listen to what is being said and contribute to the conversation on-topic.

Prepare two variations of a networking pitch that can be used to introduce yourself at different industry events.