

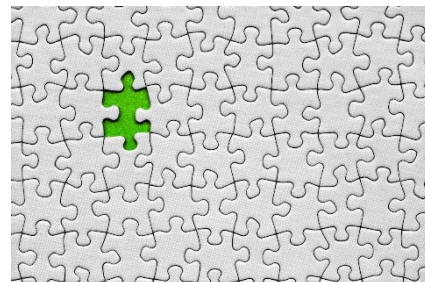
Pitch template

Building networks is important at every step of your career. Having an articulate, well-planned “about me” pitch can provide a strong opening for the conversation as you actively network with others.

Your pitch is a 60-90 second high-level description of yourself, your role, and the value you bring to others in your organization or a potential employer. It is a succinct, high impact, and customized introduction to your target audience, resulting in an ask. When crafting your pitch, consider the following:

1. Identify your audience.

- a. What do I want them to know about me?
- b. What can they do for me?
- c. What can I do for them?



2. Describe yourself.

- a. **Who am I? (introduce role/specialty)** I am an IT project manager with experience in Big 4 Consulting, industry and start-up environments.
- b. **What value do I offer?** I help companies reach business priorities more quickly and cost effectively utilizing innovative technologies and efficient scaling strategies.
- c. **What experience do I bring? What is my niche?** I have over 15 years of project management and leadership experience, most recently with Deloitte Digital. I provide IT strategy and roadmap consulting to high tech and media companies.
- d. **What are my unique strengths? What am I known for? What makes me different from the competition?** I am known for thriving in chaotic project environments – remaining cool under pressure.
- e. **What am I interested in doing next/what are my targets?** I’m interested in joining an early-stage start-up in need of developing their digital enablement strategy.

3. End with an ask. And an offer.

- a. What do I want from this conversation?
- b. How can I return the favor?

Sample Pitch:

I am an IT strategy project manager with over 15 years of experience in Big 4 Consulting, industry and start-up environments. I help companies reach business priorities more quickly and cost effectively utilizing innovative technologies and efficient scaling strategies. Most recently, 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 high growth start-ups to global Fortune 100 companies. I’m known for thriving under chaotic project environments with tight deadlines and changing scope. My peers depend on me to keep the team focused. I interested in joining an early-stage start-up in need of developing a comprehensive digital enablement strategy. Given your experience in the industry, who might you suggest I speak with?

Thank you so much for your time. Please let me know how I can return the favor.

Use this template to develop your Pitch for specific audiences:

Questions

Response

Who is my audience? What do I want them to know about me?

**What can they do for me?
What can I do for them?**

**Who am I? Experience? Niche?
Value proposition? Unique Strengths?**

Next step/targets?

What is my ask?

My pitch:

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