

How to talk to an employer at the Career Fair



This is often called a 30 Second Intro, or “elevator pitch” and can also be tailored to answer the “*tell me about yourself*” question in an interview.

Talking Points, with examples

- **Opening: Introduce yourself and welcome them to K-State**
 - Hi, I'm Susan Smith. I'm a junior majoring in _____. Thanks so much for participating in the Career Fair.
- **Showcase what you know about them and link it to your interests:**
 - I noticed on your website that you have a position in _____. I would love to talk with you about how my skills and experience could fit with this role.
- **Discuss additional relevant skills/experience as appropriate**
 - I've been active in a number of student organizations on campus including ____, where I've had the opportunity to develop my *communication* skills. This past summer I improved those skills during my internship with XYZ Company. I enjoyed *connecting with customers and talking with them about our product*.
- **Ask good questions and thank them for their time**
 - What's the best way to apply for opportunities with your organization?
 - What makes someone a good candidate for the XYZ position?
 - What is your timeline for conducting interviews?
- **Make notes after you leave and then follow up with them**

Questions? Contact us

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