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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