

Activethis |3| Presenting Elevator Pitch.

Business English I.

Software Development Engineering.



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Introduction.

In this final activity of the Business English I subject, we plan to continue with the reference of activity two but now we have to make the recording of the Elevator Pitch that we created in the previous activity, leaving as context all the documented information with which Its objective is to attract potential investors or clients depending on who it is directed to, it must be agile, fast and concise with a minimum duration of 30 to 60 seconds to address and attract the attention of potential clients and investors. To have a successful elevator speech you must apply the following formula:

Who I am + verb + recipient + problem + result + objective.

In this elevator pitch we will be talking about a cloud IT manager: who is described as a cloud computing service management technology manager. With which we will take as the template designated for the following elevator speeches which will be attached as an example at this point and is broken down later with the elevator speech made:

Day introduction	Hello, I'm [name], [position] from [company name]. "It's a pleasure to meet you."
The problem	"Since you work in [name of company or sector], I thought you might be interested to know that [problem + interesting statistic]."
The solution:	"The good thing about working at [your company name] is that we have managed to solve that problem with [solution]."
The value proposition:	"In fact, we are the only company that offers [value proposition]."
The call to action:	"I think our solution could be really useful for you. Will you have a few minutes this week so we can talk a little more about the topic?"

In the business world, we must be the attractive proposition for the client or investor, thus having more opportunities for growth and being one of the leading companies in the field of the offer presented.

Description.

In this activity number two of the Business English I subject, we are asked to create the elevator pitch of activity two in audio where it will be interpreted with the words of speech referring to our knowledge or our work area. In which this elevator speech that we make must be attractive to whoever it is addressed to, as the context of the speech to be created I will talk about IT management in the cloud. Since in the current world market there are new changes in the forms of on-premise IT administration to a change towards a cloud administration, this company is fictitious but aimed at my current work activities, where this administration can be carried out from anywhere in the world and have as its objective financial savings for companies: such as savings in work equipment, infrastructure and some other things. With this criterion, the elevator speech will be created for this activity two, with which it is expected to meet the expectation of the teacher of the subject to obtain the qualification and be able to continue with the Software Developer Engineering career that is currently being studied.

Justification.

In island point of the activity in which we work elaboration elevator pitch speech recording, the documentation. Our objective is to attract the client and give them in a brief, agile and concise manner where we will offer our services from our company, where the value proposition will be the one indicated for the attention hook in conjunction with the solution to the problem that is presented to the clients. clients, utilizing our team's creativity and research information We will reach the exact point that our company's clients require and in addition to this the activity: Promote an innovative idea that can help achieve growth and accessibility in your workplace. It can be as simple as requesting resources within a department or proposing a Symposium for people who need extra motivation. Describe it using the Elevator Pitch structure where the speech is a short way to introduce yourself, convey key points, and make a connection to viewers, additional requirements for speech documentation are the following:

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- Each part of the structure must be at least 30 words long.
- PDF of this activity in the GitHub portfolio.
- Anexa GitHub link in document.
- Use the web tool grammarly.
- Apply any tool that has the required functionalities to meet the objective of this activity.
- Recording Elevator Pitch and upload to google drive.
- Spoken elevator pitch grammar listening tool naturalreaders.com.

Development:

At this point of the activity we will carry out the development of the Elevator Pitch in audio hoping that it complies with what is requested by the subject activity Business English I, the screenshot of the access screen will be taken as evidence that will be attached, which is required to listen to the elevator pitch naturalreaders.com which will be used for the create a document at the time of translating into English using the native Word translator and the grammarly web tool to correct the grammar of what was translated with Word. We will continue with the evidence screens in the next point of the Business English I subject activity. , additionally the elevator pitch.

Link: [GitHub](#)

Link: [GoogleDrive](#)

Elevator speech:	
The introduction	Hello, I am Ramon Ernesto Valdez Felix, CEO of IT Problem Solving. It is a pleasure to meet and greet you, in this opportunity that I have to tell you about what we do.
The problem	We are an IT Problem Solving company, and our job is to be a company that provides IT management service in the cloud, I thought you might be interested in

	knowing that 30% of the IT management problems that are already obsolete to new ones need the current market.
The solution:	“The good thing about working in IT Problem Solving is that we have managed to solve that problem by having IT management in the cloud, services available, accessibility anywhere in the world, and a significant cost reduction.”
The value proposition:	“In fact, we are the only company that offers our services with 24/7 availability, 365 days a year.”
The call to action:	“I think our solution could be really useful for you. Will you have a few minutes this week so we can talk a little more about the topic?”.

In this table we will present the steps with a brief description of the elevator speeches that were made in the previous part.

Steps: Elevator speech.	
Step 1: Define your target audience.	The elevator speech is aimed at any company that has an IT administration area on site.
Step 2: Identify the problem.	The problem identified is outdated staff with outdated ways of working and cost savings.
Step 3: Develop your solution.	The solution developed is to offer the service 24 hours a day, 7 days a week, 365 days a year where its service will be available, accessible from anywhere in the world for its administration and saving on the costs of employees who had worked on site.

Step 4: Write your message.	Step 4 is preparing the elevator speech that was made in the point above and waiting for you to wake up the interest of your audience.

Access.

At this point, the access screen is attached to the site where the audio created from the elevator pitch is stored as evidence, the app that was used to review the murf.ai pronunciation, and the naturalreaders.com tool that was recommended later. a test requested the purchase of the app and it was no longer functional for the activity.

Evidence Access:

TELCEL 11:37

68 B/s 38 %


🏠

🔍 murf.ai/studio/mc

+

22

⋮




Studio Mobile

For advanced features, open [murf.ai](#) in desktop


R

Language

 English - US & Canada

▼


Voice




Dylan (M)
English - US & Canada


▼

Voice Style

 Documentary

▼

 **Speed** (0%)

 **Pitch** (0%)

Enter Text

Hello, I am Ramon Valdez, CEO of IT Problem Solving. It is a pleasure to meet and greet you, in this opportunity that I have to tell you about what we do.

✕

We are an IT Problem Solving company, and our job is to be a company that provides IT

Play generated voiceover

▶

00:00.0 / 01:06.5

🔗

⬇️

RamonValdez_ProyectoFinal - Google Chrome

drive/folders/1_cz2OEydvdxXLuzRr-H3SrtWI2IIgPJ9

Buscar en Drive

Mi unidad > RamonValdez_Proyecto...

1 seleccionados

Nombre ↑

RamonValdez_A3.m4a

Propietario yo

Compartir "RamonValdez_A3.m4a"

fatima.fernandez@umi.edu.mx

Editor

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Name	Last commit message
..	
RamonValdez_A1.pdf	Add files via upload
RamonValdez_A2.pdf	Add files via upload
RamonValdez_A3.m4a	Add files via upload

Conclusion.

In conclusion: I hope that the speech made meets the requirements requested in the activity of the subject since due to personal and work details There was no time to practice and make the recording with my words, the document is based on the same one from activity two. The elevator pitch emerges as an essential tool in the arsenal of any professional in the business field. Its relevance transcends a presentation of ideas, becoming a fundamental bridge for creating opportunities, capturing interest and establishing meaningful connections in a world where time is a scarce and valuable resource. One of the main characteristics is that it must be clear, concise and brief. Thus attracting clients with your creativity, clarity and charisma, making the speech natural and convincing, thus conquering the people to whom the elevator speech is directed. All these attitudes are to increase the possibilities of success, this activity is a bit tedious since translating into English but it is required to obtain the qualification of the teacher of the Business English I subject and thus be able to continue with the activities of the IDS degree.

References.

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