Hello everyone I am  Ajay, I want to take this moment to thank you for giving me the opportunity to interview me today. (Connect with the interviewers right away by acknowledging their presence and time. To Stand out from the rest of the crowd. 99% of being people being interviewed).I have been working in IT for the past 5 years now. My career started as    
a software development resource but recently my projects have been focused on Dev ops.   
(Overall state the overall years of experience, talk about the recent focus of your experience). I have expertise in working with technologies such as: AWS, Docker, Kubernetes and much more. (Always want to showcase the skills/technologies mentioned in the job description.) My Domain Knowledge stems from Mortgage and Healthcare related applications. I consider myself as someone who is cross-functional so I am able to perform setting up cloud infrastructure, CI/CD pipelines and participate in production deployments.  
(Helps them understand your background. Cross Functionality is a part of your job and you need to sell this.)  I have worked in both Agile scrum and kanban frameworks, so I have the flexibility to tailor my experience to any given environment.  (You are flexible in how to adapt to your working environment).I have a proactive approach to problem solving, I have excellent communication skills, and I love being a part of teamwork. I am detail oriented, a quick learner, and I always have my Team, management, and Company in mind when it comes to satisfying deadlines. I have done extensive research about your company and hope to be a good fit for this role/position.   
(What are the soft skills and other qualities that the company can expect to see from you)