### Elevator pitch

Me : Oh hello sir, I’ve heard you’re the owner of Gousto ?

Owner : Yes indeed, and you are... ?

Me : Ivan Béthus, I’m a software developer and I would be very interested to work in your company actually !

Owner : Oh really ? And what have you done before ?

Me : I just graduated from a degree in Computer Science at the Technological Institute of Bordeaux, and I was involved in a work-and-study program, so I also worked at the same time as an integrator of Cisco Communication Manager.

During that time I have been strengthening my skills in team work and Java programming, but also in communication, as I worked a lot directly with our customers to evaluate their wishes and needs regarding our services.

Owner : And what do you think you could bring to my company ?

Me : I’ve seen you are looking for a Junior Android developer position in London, and I think my skills would fit right with the job. I know the different technologies that are needed to make an Android application, like data base management and Human Machine Interface. I’m also used to solve complex problems, like I did with networking in my last job. I also had to manage a team in my previous work experience, so I think it would be great to work with your developer team.

Owner: Ok then, let’s keep in touch.

Me: Here, take my card, I’ll be waiting to hear back from you.