## Elevator Pitch Template

**Fill this out prior to your career coaching call.**

### The scenario

Imagine that you just bumped into a former colleague or an acquaintance. This person is curious about what you’ve been up to. What do you say? Use this worksheet as a framework to help develop your story. Remember to:

1. Explain what you do
2. Communicate Your Value
3. Promote an achievement
4. Show passion
5. Ask a Question

### What to say

|  |  |  |
| --- | --- | --- |
| **Prompt** | **Example** | **Your turn** |
| Currently I am a staff engineer and my dream/goal is to be principal architect for AI | I recently enrolled in an intensive bootcamp with the goal of becoming a Data Scientist | I have enrolled in a intensive course work for AI in data science and its application relevant to microscopy. |
| I am passionate about this area/industry because... | I am passionate about using data to help make data driven decisions... | This area is intellectually stimulating and my background in similar field could make this a seamless progressive opportunity. |
| I’m really excited to contribute... | I’m excited to combine my background in Finance and my Data Science skills and contribute to... |  |
| Recently I had the opportunity to work on... | Recently I had the opportunity to collaborate with a small-sized startup where I helped to update their data sources to improve their collection processes. Which ultimately allowed them to have clearer data reporting | Recently I have started a few projects with direct application of modern AI techniques to improve the quality of microscopy imaging and associated metrology. |
| Ask a question | By chance do you know of anyone who works in this field who would be willing to chat with me? | If you know anyone in this field, I would appreciate your help in connecting with them. |

### Bring it together (example):

### I’m currently taking a Data Science intensive course. You may remember that I previously worked in Finance, so I’m excited about combining that with data science at a tech company. I love the idea of helping a company make data driven decisions. Recently I had the opportunity to collaborate with a small-sized startup where I helped to update their data sources to improve their collection processes. Which ultimately allowed them to have clearer data reporting. It was awesome to apply what I’m learning to a real company. By chance, do you know of anyone who does something similar?

### Bring it together (your turn):

I am currently working towards obtaining a certification in data science course with specialization in AI. I have background in computer vision and electronics engineering. This has helped in smooth transition to intensive AI applications in data analytics. I have recently started a few projects on data enhancement where AI is the basis of data quality improvements and the associated metrology. This has improved the gauge R&R of the microscopy system and brought it within the specs required by the customers. I would appreciate your help in connecting with others doing similar work.