"Tell me about yourself"

A 60-second answer that gives the interviewer something to ask about.

Define Career
From the interviewer's side of the table

? While you answer, the interviewer is listening for **their next question.** Give them one story they can ask about.

The 4-part answer

60 seconds in total

Who · 10s	What you did · 20s	What changed · 15s	Why this role · 15s

FILL IN YOURS	FRESHER	SWITCHING JOBS
1 Who you are One line. No "Good afternoon…"	*"Hi, I'm ___. I'm a final-year ___ student at ___."*	*"Hi, I'm ___. I'm a ___ with ___ years at ___."*
2 What you did One story, not tools.	*"As ___ (project, internship or college role), I wanted ___. So I ___."*	*"Last year, ___ had a problem: ___. So I ___."*
3 What changed **The proof most answers skip.**	*"Because of that, ___."*	*"As a result, ___."*
4 Why this role What you bring.	*"This role needs ___, and that's what I did."*	*"You need ___, and that's the work I do."*

No number? Don't make one up. Use what someone said: "My manager used my report as the template for the team."

Pick one. Freshers: one project, internship or college role. Switching jobs: one piece of work from the last year.

5 mistakes I hear every week

INSTEAD OF THIS	DO THIS
Reading your resume line by line	Tell one story they can ask about.
Opening with marks, rank or CGPA	Tell the story behind your roles.
Listing ten tools and four tasks	Say what you did, and what changed.
Mugging it up word for word	Remember the points, not the words.
"I'm looking to expand my experience in…"	Say what you bring to their team.



Sagar Gulati · **DefineCareer.com** · Managing Partner (US and India)
@define_career **@DefineCareer** **/gulatisagar**
Follow for more career growth and interview tips

Two answers, done right

Same four parts. Every line opens a door the interviewer can walk through.

Define Career
From the interviewer's side of the table

FRESHER

My own college answer, the way I should have said it

WHO YOU ARE	"Hi, I'm Sagar. I'm a final-year Computer Science student at NIT Jamshedpur.
WHAT YOU DID	As training and placement coordinator, I wanted more companies to visit our campus. So I built a database of companies growing their operations in India, ranked them by priority, and set up a simple CRM to track follow-ups, with scripts that automated our cold emails.
WHAT CHANGED	**That year, the number of companies visiting our campus went up 38% over the year before.**
WHY THIS ROLE	That's why this analyst role stands out to me. It's about helping clients make decisions using data, and that's exactly what I did for our placement cell."

Doors it opens: How did you build the database? · How did the CRM work? · How did you prioritise the companies?

SWITCHING JOBS

Example: an analytics consultant, three years in

WHO YOU ARE	"Hi, I'm ___. I'm an analytics consultant with three years at a consulting firm.
WHAT YOU DID	Last year, my client couldn't explain why sales were down in two regions. I built the analysis in SQL and a dashboard in Tableau, and found it wasn't demand. It was supply.
WHAT CHANGED	**The client acted on it and changed their strategy, and sales went up the next quarter.**
WHY THIS ROLE	That's why this role stands out. You solve exactly these problems for clients, and that's the work I do."

Doors it opens: How did you rule out demand? · What did the client change? · How did you present it?

Same question, different words

Use the same four parts for "Walk me through your resume", "Introduce yourself", "Tell me about your background" and "So, what's your story?"

The night before

Pick one story · Find your proof · Say it out loud and time it (under 60s) · Record it once and listen back



Sagar Gulati · **DefineCareer.com** · Managing Partner (US and India)
@define_career @DefineCareer /gulatisagar
Follow for more career growth and interview tips