

Topics for Speaking Opportunities

Bringing Real Life Perspective to the Classroom

FASTENAL®

- Art of Negotiations
- B2B (Business to Business) Sales
- Buyer Behavior
- Career Readiness Competencies
- Coaching & Mentoring
- CRM (Customer Relationship Management)
- Customer Service
- Distribution Strategy
- Fastenal Recruiting Strategy
- Inventory Management
- Networking
- Personal Branding
- Professional Selling
- Professionalism in the Workplace
- Résumé & Interview Tips
- Sales Call Role Plays
- Sales Leadership
- Sales Management
- Selling to All Departments in an Organization
- Social Business Etiquette
- Supply Chain & Operations Management
- Target Market
- Technology in the Marketplace
- Training & Development

JOIN A FORTUNE 1000 COMPANY
MAKING HEADLINES

Forbes
CEO Ranked #76 - America's
Most Innovative Leaders

Fastenal
Implemented 1,000th
Onsite Location

Fastenal
Implemented 100,000+ Active
Industrial Vending Devices

STAY CONNECTED
CAREERS.FASTENAL.COM



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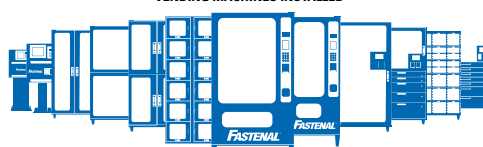


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21,948 EMPLOYEES

105,000
VENDING MACHINES INSTALLED



3,228 BRANCHES & ONSITES



90% OF TOTAL PRODUCT TONNAGE
IS SHIPPED VIA OUR INTERNAL
TRANSPORTATION FLEET, REDUCING
COST AND ENHANCING SERVICE

Campus Activities

to Bring Value to Students



Social Etiquette Lunch Networking



Mock Interviews & Resume Tips



Classroom Speaking Engagements



Employer Panel



Advisory Board



Career Fair

More opportunities: case study projects, info sessions, Lunch-N-Learns, sales competitions, & student organizations

**SOCIAL ETIQUETTE
LUNCH NETWORKING**



**MOCK INTERVIEWS
ON CAMPUS**



**MOCK SALES CALLS
ON CAMPUS**



**RESUME BUILDING
WITH FASTENAL**

