

60-Second Elevator Pitch

Student Preparation Resource Guide

Purpose: Use this guide to prepare for the elevator pitch competition by learning more about Fastenal, identifying relevant career connections, and practicing a clear, confident candidate-focused pitch.

1. **Research Fastenal first:** Visit Fastenal's official careers website to learn about the company's culture, values, employee development opportunities, recruitment process, and available roles.
2. **Explore open positions:** Review current job postings to identify common qualifications, responsibilities, and language used to describe Fastenal opportunities. Look for details you can connect to your coursework, work experience, leadership experience, or career interests.
3. **Learn elevator pitch structure:** Watch several videos on building an elevator pitch for students, career fairs, interviews, and networking situations. Strong examples usually include a brief introduction, relevant experience, a clear connection to the company, and a closing next step.
4. **Practice company research:** Review resources on how to research a company before an interview. Useful research areas include the company website, careers page, company news, products and services, social media presence, and professional networking platforms.
5. **Prepare one Fastenal-specific connection:** Be ready to mention one reason Fastenal interests you, such as career growth, supply chain excellence, local service, teamwork, innovation, or the type of role you hope to pursue.
6. **Rehearse out loud:** Practice delivering your pitch several times, ideally with a peer, professor, career services representative, or mentor. Your final pitch should sound natural, confident, and conversational rather than overly rehearsed.

Preparation Tips for Competitors

- Start with a confident introduction that includes your name, area of study, and career interest.
- Highlight one or two relevant experiences, strengths, or accomplishments that connect to the opportunity.
- Explain why Fastenal or the role interests you in a way that feels specific and genuine.
- Practice sounding natural, professional, and prepared so the pitch fits a short conversation with a hiring manager.
- Close with a clear next step, such as asking to share your resume, schedule a follow-up conversation, or learn more about the hiring process.

Links for YouTube Resources about Fastenal

Fastenal Overview with Daniel Florness

<https://youtu.be/5yCoBlk4oPo?si=TH70w8-k06XI51r3>

Fastenal History

<https://youtu.be/AMbzeSrMfc4?si=OmfglqD3AsH5FFyD>

How we Work: A glimpse into Fastenal's Culture

https://youtu.be/r6jEa_p1JWY?si=0YKO-J_3mJUub1naP

Fastenal: Innovations in Supply Chain Technology

<https://youtu.be/pZy7ksTruGs?si=a-yBmwTxp6aRwBAAb>