

# Agricultural Business Management (ABM) / Fastenal



## Internship Program



The Fastenal Internship Program allows majors in Agricultural Business Management (ABM) at NC State to work with leaders of our local team in Raleigh, North Carolina in paid internships. Internships with our company will allow you to apply business skills in a real world environment and gain valuable experience with an industry leader. Interns in the ABM/Fastenal Internship Program will **qualify for 3 units of college credit** provided they successfully complete the 12-week internship and the application process with the ARE Undergraduate Coordinator Office.

### OBJECTIVES OF THE PROGRAM

- Students will learn how Fastenal approaches sales growth through direct interaction with our customers.
- Students will learn professional business etiquette for interacting with customers and coworkers.
- Students will be mentored by a Fastenal manager and receive weekly feedback.
- Students will complete a capstone project.
- Students will receive training and work experiences in the following business fields:
  - ❖ **Inside Sales.** Students will learn how to develop product/service leads by acquiring key information from customers.
  - ❖ **Outside Sales.** Students will learn the essential elements of customer accounts by shadowing Fastenal salespeople. They will learn a questioning sales-technique that is used to solve customers' problems and create value.
  - ❖ **Asset Management.** Students will learn how to evaluate accounts receivable exposure. They will learn the importance of accurate inventory through regular cycle counts.
  - ❖ **Distribution.** Students will learn about product flows through each department in the distribution center. They will learn how products flow from the distribution center, through the store, and to the customer.
  - ❖ **Marketing.** Students will learn how we market our products via promotional efforts. They will learn how our distribution model markets our products and services to our customers.
  - ❖ **Merchandising.** Students will learn how merchandising a store/products affects inside sales. They will learn how vendors play an integral role in merchandising.
  - ❖ **Procurement.** Students will learn the preferred vendor program and its importance in gaining and retaining customer accounts. They will learn how our distribution model affects our procurement process.

### HOW TO APPLY

If you are interested in applying for one of Fastenal's internships, you should submit your resume to <https://careers.fastenal.com>. Should you have any questions regarding the internship program, please contact Matt Moore at [mamoore@fastenal.com](mailto:mamoore@fastenal.com).

### PROCEDURE FOR RECEIVING NC STATE COLLEGE CREDIT

Students should contact Dr. John S. Russ, ARE Undergraduate Coordinator, if they are offered an internship by Fastenal. He can be reached at [russ@ncsu.edu](mailto:russ@ncsu.edu). Dr. Russ will advise students on the process for obtaining ARE 492 internship credit that could count toward their degree. Students have to complete the ARE 492 process for obtaining college credit before the internship begins.