



San Antonio

STAFDA's 47th Annual Convention
& Trade Show

November 5 – 7, 2023 ♦

Henry B. Gonzalez Convention Center

Student Award Application

Submission Deadline: Monday, October 16, 2023

Send form to: P.O. Box 44, Elm Grove, WI 53122-0044 • Email: info@stafda.org

Applicant's Name: Steven Garcia Year in School: Freshman Sophomore
University: University of Nebraska at Kearney Junior Senior
Mailing Address: [REDACTED]
City: [REDACTED] State: Nebraska Zip: [REDACTED]
Cell Phone: [REDACTED] Email: [REDACTED]
College Major/Minor: Industrial Distribution, Marketing/Management Minor
Hometown: North Platte, NE
Any specific state/region you'd like to work in after graduation?: Undecided
My ideal job would be: Manufacturing Sales Representative

Education to Date: Please list any academic achievements or accomplishments.

President of Industrial Distribution Organization, Secretary of Mortar Board, Vice President of Member Development for Sigma Phi Epsilon Fraternity.

Classes/Coursework You Find Most Enjoyable: Electricity, Branch Operations, Manufacturer/Distributor Relationships, International Management

Work Activity: Please list any previous internships, summer employment, or other experience related to your major.

I have been working part-time as a Supply Chain Associate at the Fastenal Company since May of 2022. This summer, I was able to partake in an internship with Fastenal at the regional level, spending time with the National Accounts, Onsite Development, Lean Solutions, and Customer Solutions Consultant teams.

Community Activities: Please list current and past community-related activities. For each activity, please describe the nature of your involvement and any leadership positions held.

Alongside my fraternity, I have been involved in numerous community activities, including fundraising for the Muscular Dystrophy Association, the Big Brothers Big Sisters Foundation, and the local Kearney S.A.F.E. Center.

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My goals and aspirations for the next five years can be summed up in a few paragraphs. I want to win. For other career fields, this can be interpreted in a variety of ways. A nurse may depict their "wins" by providing care to a patient that was dealt an unexpected concern. A scientist could see a win as finding a secret ingredient or formula to a complex task. I could ramble on about what it may mean to others, but as I begin my journey into sales, I aspire to take all meanings of win and apply that to my constantly evolving and adapting career in sales.

I aspire to be an individual that is not afraid of failure, but excited to learn what never to do again. I see myself leading the team of a company who values a leader, though I may not have a title to show for it. Whether I am a local sales rep for a company or a manufacturing rep managing a multi-state territory, I plan to be the sponge that analyzes and values every decision with a level head. Five years from now, I want to look back at myself in this moment and remember why I am much further in my sales journey, both professionally and mentally due to each trial and barrier I bump into along the way. Through this opportunity to start a career in sales, I plan to evaluate various careers and their respective wins and apply them to my life and my sales journey.

