

LOGISTICS AND TRANSPORTATION

What can I do with this major?

AREAS	EMPLOYERS	STRATEGIES
<u>MANUFACTURING</u> Purchasing Operations Management Distribution Inventory/Materials Management Warehouse Operations Systems Management Customer Service Rate Analysis Performance Analysis	Manufacturers of: Industrial goods Consumer goods	Many entry-level positions as analysts, management trainees, or first line supervisors are available with manufacturers. Develop strong analytical skills and a logical approach to problem solving. Take additional courses in statistics and computer systems. Learn to communicate with different types of people across different functional areas. Complete an internship in a manufacturing environment.
<u>MERCHANDISING</u> Purchasing Distribution Inventory Management Warehouse Operations Systems Management Supplier Sourcing Customer Service Performance Analysis	Retailers Wholesalers Distributors	Many entry-level positions as analysts, management trainees, or first line supervisors are available with merchandisers. Develop strong analytical skills and a logical approach to problem solving. Take additional courses in statistics and computer systems. Gain experience through an internship with a retailer. Get involved in student organizations and seek positions of leadership.
<u>SERVICE INSTITUTIONS</u> Purchasing Operations Systems Management Customer Service	Service institutions including: Banks Financial institutions Hospitals Educational institutions	Develop skills with computers and information technology. Learn to communicate well with others. Complete an internship in logistics to gain relevant experience.

AREAS	EMPLOYERS	STRATEGIES
<u>TRANSPORTATION</u> Rate Analysis Systems Management Transportation Management Traffic Management Dispatching Sales Customer Service	Freight and passenger carriers including: Aviation Rail Trucking Shipping companies Transportation companies	Develop strong computer and analytical skills. Learn to work well and communicate with different types of people. Be willing to start in a hands-on position, such as a loading dock supervisor for a trucking company. This allows employees to learn the business from the bottom up.
<u>THIRD PARTY LOGISTICS</u> Analysis Demand Forecasting Sales Customer Service Systems Management Warehouse Operations Dispatching	Warehousers Dedicated carriers Forwarders Third party logistics firms	Gain experience through internships or summer jobs in logistics and/or sales. Develop negotiation, persuasion, and communication skills. Learn to problem solve effectively and to stay calm under pressure. Demonstrate a high level of motivation, organization, and planning skills.
<u>GOVERNMENT</u> Purchasing Inventory/Materials Management Systems Management	State and local agencies Government agencies including: Department of Transportation Armed Forces	Develop a well-rounded background in business. Take additional courses in statistics or computer systems to enhance skills. Maintain a high grade point average. Learn the application process for government agencies. Complete a government internship. Consider enrolling in R.O.T.C. if interested in a career with the armed forces. Learn a foreign language.

AREAS	EMPLOYERS	STRATEGIES
<u>CONSULTING</u>	Consulting firms	Learn to work well on a team. Develop strong communication skills, both oral and written. Hone your presentation skills. Complete one or more internships to gain relevant experience in supply chain management. Earn an MBA for advancement into higher positions.
<u>INTERNATIONAL OPPORTUNITIES</u> Global Supply Chain Management Purchasing Distribution Inventory Management Warehouse Operations Systems Management Supplier Sourcing Customer Service Performance Analysis	Domestic and international companies including: Manufacturers, retailers, wholesalers, and distributors Freight and passenger carriers Shipping companies Third party logistic firms Transportation companies Offshore suppliers International suppliers Government departments	Learn about import/export laws. Become familiar with how US Customs and other organizations regulate trade. Cultivate foreign language skills and cultural awareness. Plan to start in domestic positions and work towards international assignments.

GENERAL INFORMATION

- Majors in logistics, supply chain, transportation, and industrial engineering are particularly helpful to gain entry into this functional area.
- Gaining experience through part-time and summer jobs or internships is critical.
- Information technology, analytical, and quantitative skills are particularly important in the logistics and transportation field. Develop these skills through courses and work experience.
- Many desirable skills can be enhanced through participation in leadership of student organizations.
- Develop flexibility, negotiation skills, and the ability to make sound decisions.
- Learn to work well on a team and to work effectively with a wide variety of people.
- Some organizations may not have a “logistics” department. Look for positions in operations, manufacturing, or marketing.
- Plan to start searching for internships or jobs four or more months in advance of when you would like to start the position.
- Develop and utilize a personal network of contacts. Once in a position, find a mentor.
- Consider earning an MBA after gaining a few years of work experience to reach the highest levels of logistics.