# **LOGISTICS AND TRANSPORTATION**

What can I do with this degree?

### **AREAS**

### **EMPLOYERS**

# **STRATEGIES**

#### **MANUFACTURING**

Purchasing
Operations Management
Distribution
Inventory/Materials Management
Warehouse Operations
Systems Management
Customer Service
Rate Analysis

Manufacturers of: Industrial goods Consumer goods Many entry-level positions as analysts, management trainees, or first line supervisors are available with manufacturers and merchandisers.

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.

### **MERCHANDISING**

Purchasing
Distribution
Inventory Management
Warehouse Operations
Systems Management
Supplier Sourcing
Customer Service

Retailers Wholesalers Distributors Many entry-level positions as analysts, management trainees, or first line supervisors are available with manufacturers and 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.

#### **SERVICE INSTITUTIONS**

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.

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# **AREAS**

# **EMPLOYERS**

# **STRATEGIES**

#### **TRANSPORTATION**

Rate Analysis
Systems Management
Transportation Management
Traffic Management
Dispatching
Sales
Customer Service

Freight and passenger carriers including:
Aviation

Rail Trucking

Shipping

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.

#### **THIRD PARTY LOGISTICS**

Analysis
Sales
Customer Service
Systems Management
Warehouse Operations
Dispatching

Warehousers Dedicated carriers Forwarders Gain experience through internships or summer jobs in logistics and/or sales.

Develop negotiation, persuasion, and communication skills.

Learn to problem solve effectively.

Must be highly motivated and organized.

### **GOVERNMENT**

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.

Consider enrolling in R.O.T.C. if interested in a career with the armed forces.

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AREAS	EMPLOYERS	STRATEGIES

Consulting firms

Consulting firms

Learn to work well on a team.

Develop strong communication skills, both oral and written. Gain experience making presentations.

Earn an M.B.A. for advancement into higher positions.

#### **GENERAL INFORMATION**

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- 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 developed through participation in leadership of student organizations.
- · Develop decision-making ability.
- Learn to work well in 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.
- 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.