

SUPPLY CHAIN/LOGISTICS

What can I do with this major?

AREAS

PLANNING AND FORECASTING

Capacity planning
Forecasting and demand planning
Inventory management
Inventory deployment
Long term capacity planning
Material requirements planning
Performance analysis
Replenishment planning
Supply planning
Tactical capacity planner

EMPLOYERS

Manufacturers of:
Industrial goods
Consumer goods
Retailers
Wholesalers
Distributors
Pharmaceutical
Technology companies
IT companies
Consumer goods retailers

Service providers:
Hospitals
Hotels and restaurants
Educational institutions
State and local government
Media/Entertainment
Construction
Consulting firms

Federal government agencies:
Department of Defense
Armed Forces
Federal Emergency Management Agency
Department of Transportation

Logistics:
Trucking and moving companies
Air freight and air carriers
Rail freight and rail carriers
Ocean freight carriers
Ship lines
Shipping companies
Transportation companies
Pipeline companies
Warehouses
Dedicated carriers
Freight forwarders
Third party logistics firms

STRATEGIES

Demonstrate interest and understanding of statistical analysis.
Develop proficiency in data planning software like Excel and SAP and an aptitude to learn and use modern inventory management tools.
Learn to think big picture when dealing with extensive networks.
Expect to adapt to potential risks and disruptions.
Learn to communicate effectively across various levels of proficiency and locations.

AREAS

EMPLOYERS

STRATEGIES

PURCHASING/SOURCING/BUYING

Category management
Contract management
Contract negotiation
Global buying
Indirect sourcing
Procurement analyst
Strategic sourcing
Supplier sourcing

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Develop strong communication skills to work with both domestic and global suppliers.
Cultivate attention to detail when evaluating contracts.
Hone negotiation skills.
Learn to think strategically to develop sustainable and ethical sourcing strategies.
Understand how to build long term relationships with supplier contacts.

AREAS

EMPLOYERS

STRATEGIES

CUSTOMER SUPPLY CHAIN

Customer fulfillment and order management
Customer service supply chain
Customer solutions
Logistics customer service

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Learn to adapt to customer demands and able to maintain strong vendor relationships.
Experience in customer services facing roles is highly valued.
Develop the ability to work collaboratively with other supply chain functions and with people in various sectors and industries.
Expect to be knowledgeable about your company's logistics and products and be able to articulate that well.

AREAS

EMPLOYERS

STRATEGIES

OPERATIONS MANAGEMENT (MANUFACTURING AND WAREHOUSING)

Manufacturing
Materials management
Operations research
Process engineering
Process improvement
Production management
Quality management
Supply chain and network optimization
Operations systems management
Warehouse operations

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Expect to work odd hours and be flexible with your schedule to help keep facilities running smoothly.
Develop problem-solving skills and be able to articulate balancing big picture work with small details.
Seek knowledge of process improvement skills like LEAN and Six Sigma.
Experience working in a fast pace environment that will require problem solving skills.
Detail orientation and high adaptability are relevant skills.

AREAS

EMPLOYERS

STRATEGIES

LOGISTICS/TRANSPORTATION MANAGEMENT

Account management
Dispatching
Distribution
Fleet management
Freight management
Import/Exports
Logistics network design
Reverse logistics
Transportation management
Transportation demand forecasting

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Develop strong communication skills.
Cultivate the ability to build and maintain relationships and practice communication skills in settings where you are providing direction to others or explaining complicated topics.
Gain experience problem solving and looking for innovative solutions.
Seek a well-rounded understanding of supply chain to communicate across functions.

AREAS

EMPLOYERS

STRATEGIES

CONSULTING AND STRATEGY

Information technology implementation
Logistics network design
Process engineering
Process improvement
Software selection
Strategic sourcing
Supply chain optimization
Consulting in all areas listed above

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Develop analytics skills for data analysis and processing.
Strong communication skills are critical.
Develop the ability to take complicated issues/processes and explain them to people without a background in that area.
Hone research skills and the ability to learn quickly and retain information well.
Exhibit a willingness to learn and research in-depth information about clients' businesses.
Plan to travel and work non-traditional hours.
Expect to work closely with senior consultants and partners.

GENERAL INFORMATION

- Many job opportunities exist in supply chain management, and they frequently transform as products and the marketplace change. Stay abreast of the field through participation in the Council of Supply Chain Management Professionals.
- The supply chain includes: marketing, product design, suppliers, manufacturing, logistics, customers, and reverse logistics. Jobs exist within all of these functions and processes.
- Majors in supply chain management, logistics, transportation, and industrial engineering are particularly helpful to gain entry into this functional area.
- Information technology, analytical, and quantitative skills are important in supply chain management. Develop flexibility, negotiation skills, and the ability to make sound decisions.
- Join student professional organizations and seek campus leadership positions.
- Complete one or more internships to gain related experience.
- Learn to work well on a team and to work effectively with a wide variety of people.
- Conduct informational interviews with professionals in jobs of interest to learn more about which functional areas and work environments are most appealing.
- Some organizations may not have a “logistics” department. Also look for positions in operations, manufacturing, purchasing, or marketing.
- Be willing to relocate to have more job opportunities.
- Develop and utilize a personal network of contacts. Once in a position, find a mentor.
- Research relevant industry credentials such as the Certified Purchasing Manager (CPM) and Certification in Production and Inventory Management (CPIM).
- Many professionals start their supply chain management careers as analysts. Consider earning an MBA after gaining a few years of work experience to reach the highest levels.