

# LOGISTICS AND TRANSPORTATION

What can I do with this major?

## AREAS

## EMPLOYERS

## STRATEGIES

### **MANUFACTURING**

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.

### **MERCHANDISING**

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.

### **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.

## AREAS

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## STRATEGIES

### TRANSPORTATION

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.

### THIRD PARTY LOGISTICS

Analysis  
Demand Forecasting  
Sales  
Customer Service  
Systems Management  
Warehouse Operations  
Dispatching

Warehouses  
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.

### 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. 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

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### CONSULTING

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.

### INTERNATIONAL OPPORTUNITIES

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.