

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.

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

Warehouses
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.

AREAS

EMPLOYERS

STRATEGIES

CONSULTING

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

- 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.