

CAREERS IN MANAGEMENT

GENERAL MANAGEMENT

Areas:

- Entry-level/management-trainee
- Supervision of employees and operations
- Project management
- Team management
- Information management
- Operations management
- Middle management

Employers:

- Nearly every type of organization across industries offer management positions:
 - Banks and financial institutions
 - Retail stores
 - Restaurants
 - Hotels and other facilities
 - Service providers
 - Healthcare organizations
 - Manufacturers
 - Software and technology companies
 - Educational institutions
 - Local, state, and federal government
 - Nonprofit organizations
- Self-employed

Strategies:

- Be prepared to start in entry-level management trainee positions or corporate rotational training programs
- Complete an internship or co-op in management
- Hold leadership positions on campus
- Demonstrate advanced competency in professionalism/work ethic and leadership
- Take courses in a secondary specialty such as marketing or information systems
- Demonstrate proven teamwork skills and the ability to motivate others
- Develop strong problem-solving skills

CAREERS IN MANAGEMENT

HUMAN RESOURCES

Areas:

- Recruiting/staffing
- Compensation
- Benefits
- Training
- Safety
- Employee relations
- Industrial relations
- Organizational development
- Equal employment opportunity
- Employment law
 - Consulting

Employers:

- Large organizations in a variety of industries:
 - Banks and financial institutions
 - Retail stores
 - Restaurants
 - Hotels and other facilities
 - Service providers
 - Healthcare organizations
 - Manufacturers
 - Software and technology companies
 - Educational institutions
- Temporary or staffing agencies
- Executive search firms
- Local, state, and federal government
- Labor unions
- Major nonprofit organizations

Strategies:

- Take courses in psychology and sociology
- Gain relevant experience through internships
- Demonstrate verbal and written communication skills
- Build strong problem-solving and conflict resolution skills
- Develop strong computer skills
- Join the Society of Human Resource Management (SHRM) as a student for professional development and networking
- Earn a master's degree for career advancement or a law degree for employment law

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OPERATIONS MANAGEMENT

Areas:

- Operations research analysis:
 - Business strategy
 - Facilities layout
 - Inventory control
 - Personnel scheduling
- Production management:
 - Line supervision
 - Manufacturing management
 - Production planning
 - Quality assurance
- Materials management:
 - Purchasing/buying
 - Traffic management
 - Inventory management

Employers:

- Manufacturers
- Industrial organizations
- Service organizations
- Higher education

Strategies:

- Complete an internship in facilities management
- Develop strong analytical skills and a logical approach to problem solving
- Learn budgeting and cost management
- Take courses in statistics, computer systems, or logistics
- Learn to successfully manage multiple situations and problems
- Communicate effectively with different types of people in various functional areas
- Earn an MBA for career advancement

CAREERS IN MANAGEMENT

SALES

Areas:

- Industrial sales
- Consumer product sales
- Financial services sales
- Services sales
- Advertising sales
- Corporate sales
- Manufacturer representation
- Direct consumer sales
- E-commerce
- Customer service
- Sales management: District, regional, and higher

Employers:

- For-profit and nonprofit organizations
- Product and service organizations
- Manufacturers
- Financial companies
- Insurance companies
- Print and electronic media outlets
- Software and technology companies
- Internet companies

Strategies:

- Management is a broad business degree that can lead to many career opportunities
- Obtain experience through internships or part-time jobs
- Seek leadership positions in campus organizations
- Demonstrate the ability to work well on a team and effectively interact with others
- Develop strong verbal and written communication skills, including public speaking
- Conduct informational interviews with management professionals
- Develop professional relationships through networking
- Find an experienced mentor if possible
- Seek companies that hire new graduates into rotational training or corporate leadership development programs
- Be willing to relocate for entry-level opportunities
- Earn an MBA after gaining work experience for promotion opportunities

CAREERS IN MANAGEMENT

INSURANCE

Areas:

- Sales
- Claims
- Underwriting
- Risk management
- Asset management
- Loss control
- Customer service

Employers:

- Insurance firms
- Insurance brokers

Strategies:

- Complete an internship with an insurance agency
- Talk to professionals in the industry to learn more about claims, underwriting, and risk management
- Initiative and sales ability are necessary to be a successful agent or broker
- Develop strong verbal and written communication skills
- Research insurance industry certifications

REAL ESTATE

Areas:

- Brokerage/Sales:
- Residential
- Commercial
- Office and industrial
- Farm and land
- Property management
- Appraising
- Land development

Employers:

- Real estate brokers and firms
- Banks
- Appraisal firms
- Apartment and condominium complexes
- Leasing offices
- Developers
- Large corporations: real estate departments

Strategies:

- Research the process of becoming a real estate broker through the National Association of Realtors (requirements vary by state)
- Obtain sales experience through part-time or internship positions
- Develop an entrepreneurial spirit as nearly 60% of brokers and agents are self-employed
- Investigate apprenticeships in appraisal if that is an area of interest

CAREERS IN MANAGEMENT

BANKING AND FINANCE

Areas:

- Commercial banking
- Retail/consumer banking
- Credit analysis
- Lending
- Trust services
- Mortgage services
- Branch management
- Operations

Employers:

- Banks
- Credit unions
- Savings and loan associations
- Financial services institutions
- Wholesale lenders
- Housing lenders
- Federal Reserve banks

Strategies:

- Build a solid background in business including marketing and accounting
- Get experience through part-time or internship positions in a bank
- Develop strong interpersonal and communication skills