

# CAREERS IN SUPPLY CHAIN MANAGEMENT

## PLANNING & FORECASTING

### **Areas:**

- 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, warehouse, 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.

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## **PURCHASING/SOURCING/BUYING**

### **Areas:**

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

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### **Strategies:**

- 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.

# CAREERS IN SUPPLY CHAIN MANAGEMENT

## CUSTOMER SUPPLY CHAIN

### **Areas:**

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

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### **Strategies:**

- 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.

# CAREERS IN SUPPLY CHAIN MANAGEMENT

## OPERATIONS MANAGEMENT

### **Areas:**

- 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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### **Strategies:**

- 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.

# CAREERS IN SUPPLY CHAIN MANAGEMENT

## LOGISTICS & TRANSPORTATION MANAGEMENT

### **Areas:**

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

### **Strategies:**

- 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.

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# CAREERS IN SUPPLY CHAIN MANAGEMENT

## CONSULTING & STRATEGY

### **Areas:**

- 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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### **Strategies:**

- 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.