# LOGISTICS AND TRANSPORTATION

## What can I do with this degree?

<table>
<thead>
<tr>
<th>AREAS</th>
<th>EMPLOYERS</th>
<th>STRATEGIES</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>MANUFACTURING</strong></td>
<td>Manufacturers of:</td>
<td>Many entry-level positions as analysts, management trainees, or first line supervisors are available with manufacturers and merchandisers.</td>
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<tr>
<td>Purchasing</td>
<td>Industrial goods</td>
<td>Develop strong analytical skills and a logical approach to problem solving.</td>
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<tr>
<td>Operations Management</td>
<td>Consumer goods</td>
<td>Take additional courses in statistics and computer systems.</td>
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<tr>
<td>Distribution</td>
<td></td>
<td>Learn to communicate with different types of people across different functional areas.</td>
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<tr>
<td>Inventory/Materials</td>
<td></td>
<td>Complete an internship in a manufacturing environment.</td>
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<tr>
<td>Management</td>
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<tr>
<td>Warehouse Operations</td>
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<tr>
<td>Systems Management</td>
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<tr>
<td>Customer Service</td>
<td></td>
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<tr>
<td>Rate Analysis</td>
<td></td>
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<tr>
<td><strong>MERCHANDISING</strong></td>
<td>Retailers</td>
<td>Many entry-level positions as analysts, management trainees, or first line supervisors are available with manufacturers and merchandisers.</td>
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<tr>
<td>Purchasing</td>
<td>Wholesalers</td>
<td>Develop strong analytical skills and a logical approach to problem solving.</td>
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<tr>
<td>Distribution</td>
<td>Distributors</td>
<td>Take additional courses in statistics and computer systems.</td>
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<tr>
<td>Inventory Management</td>
<td></td>
<td>Gain experience through an internship with a retailer.</td>
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<td>Warehouse Operations</td>
<td></td>
<td>Get involved in student organizations and seek positions of leadership.</td>
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<td>Systems Management</td>
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<tr>
<td>Supplier Sourcing</td>
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<tr>
<td>Customer Service</td>
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<tr>
<td><strong>SERVICE INSTITUTIONS</strong></td>
<td>Service institutions including:</td>
<td>Develop skills with computers and information technology.</td>
</tr>
<tr>
<td>Purchasing</td>
<td>Banks</td>
<td>Learn to communicate well with others.</td>
</tr>
<tr>
<td>Operations</td>
<td>Financial institutions</td>
<td>Complete an internship in logistics to gain relevant experience.</td>
</tr>
<tr>
<td>Systems Management</td>
<td>Hospitals</td>
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<tr>
<td>Customer Service</td>
<td>Educational institutions</td>
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</tbody>
</table>
## AREAS

### TRANSPORTATION
- Rate Analysis
- Systems Management
- Transportation Management
- Traffic Management
- Dispatching
- Sales
- Customer Service

### THIRD PARTY LOGISTICS
- Analysis
- Sales
- Customer Service
- Systems Management
- Warehouse Operations
- Dispatching

### GOVERNMENT
- Purchasing
- Inventory/Materials Management
- Systems Management

## EMPLOYERS

### TRANSPORTATION
- Freight and passenger carriers including:
  - Aviation
  - Rail
  - Trucking
  - Shipping

### THIRD PARTY LOGISTICS
- Warehousers
- Dedicated carriers
- Forwarders

### GOVERNMENT
- State and local agencies
- Government agencies including:
  - Department of Transportation
  - Armed Forces

## STRATEGIES

### TRANSPORTATION
- 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
- 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
- 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

**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.

### EMPLOYERS

- 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.

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*Prepared by the Career Planning staff of Career Services at The University of Tennessee, Knoxville. (2003)*

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