

# Careers in International Business

**International Business majors typically work for companies with offices internationally or Business in other countries. Career areas include: sales and marketing, representative for a company, Financial management, Supply Chain, or non-profit manage. providers as they advise these companies on matters such as understanding and planning for product demand, managing company inventory, planning production, and scheduling delivery.**

**Overview:**

International business is designed for those students who wish to prepare themselves to manage in businesses that cross national boundaries and to function in the global business environment. Students may choose to specialize in a particular region -- Asia and the Pacific, Europe or the Americas.

Skills acquired in the major may be used in providing management and professional expertise to business, government and not-for-profit organization.

**Sample International Business Job Titles:**

Humanitarian Affairs Officer/ Preparedness	International Business Development Manager	Agent/ Business Manager of Artist, Performers, and Athletes
International Management Consultant	International Marketing Manager	International Sales Manager
International Business Analyst	Market Research Analyst	Advertising and Promotions Manager
Business Continuity Planner	Public Relations Manager	Corporate Logistics Manager
International Trade Specialist	International Shipping Specialist	Project Director
International Banking	Foreign Service Officer	Publishing Liaison Officer
Customs Broker	International Treasurer	Export Sales Representative
International Investment Analyst	World Bank Investment Analyst	Development Specialist
Procurement Manager	Wholesale and Retail Buyer	Import Compliance Specialist
International Non-Profit Fundraising	Sustainability specialist	Non-profit Manager

**International Business**

1. American Express
2. American International Group
3. Cargill
4. Chubb & Sons
5. CIGNA Corporation
6. Diageo
7. Dole Fruit Company
8. Eli Lilly International Corp.
9. The Gillette Company
10. Hitachi, Ltd.
11. Honeywell, Inc.
12. Mattel, Inc.
13. Nike, Inc.
14. Johnson & Johnson

**Key Skills:**

- Active Learning
- Active Listening
- Monitoring
- Speaking
- Flexibility
- Reading Comprehension
- Complex Problem Solving/ Critical Thinking
- Social Perceptiveness
- Judgment and Decision Making
- Cultural Sensitivity

**The keys to a Successful Career Include:**

- How well do you speak the language of the country?
- Research on the country 's Physical, human and economic geography.
- Understanding the country's customs, traditions and history.
- What are the differences in conducting business in the US and that country?
- Have you researched potential companies doing business internationally?

## Careers in International Business

### Career Paths in International Business:

Supply chain management career paths can take a variety of directions. Recent college graduates, depending on experience and skills, can be hired directly into a supply chain manager role or may start as a junior buyer and move into a supply chain position. Supply chain managers can move laterally into other positions both within and outside of procurement or they can move up into management positions.

### Career Paths in Operations:

Entry-level jobs in the field of international business are as varied as the field itself. Most positions in marketing, finance, and consulting work begin with in-house training programs of a managerial, development and/or technical nature. Companies with international markets usually prefer that employees become fully trained in the domestic operations of the business before being given an opportunity to represent the firm abroad. rise rapidly in business as training and experience accrue.

Individuals hired by firms functioning internationally are often assigned to the U.S. headquarters of the company, working within the marketing, sales, planning, or accounting/finance department. Foreign travel for negotiation or consultation is possible. Those working for multinational corporations, joint ventures, financial institutions, or consulting firms will generally be given the opportunity for foreign assignments such as managing a foreign subsidiary or directing the firm's overseas operations after years of domestic service

### Application Process:

- Applying for jobs internationally you will most likely need a curriculum vitae (CV)
- Contact information section is always needed on both Resume and (CV)
- Personal information is needed on the (CV); place of birth, date of birth, country citizenship, visa status, sex, marital

Location	Pay Period	2010
		Median
United States	Starting	\$41,900
	Mid-Career	\$77,800

*Source: Bureau of Labor Statistics, Occupational Employment Statistics Survey*

### Common Mistakes Made in the Job Search Process:

- Overestimate job availability
- Spend all time networking with 2 or 3 companies, Cast a wider net!
- Ignore company culture/fit
- Don't embrace past experience for leverage
- Don't tailor/customize their resume for each job

### Websites:

- [www.worldwidelearn.com](http://www.worldwidelearn.com)
- <http://online.goinglobal.com/default.aspx>
- <http://www.international-business-careers.com/>
- [www.cscmp.org](http://www.cscmp.org)
- [http://sipa.columbia.edu/resources\\_services/career\\_services/current\\_students/career\\_resources/opportunities/](http://sipa.columbia.edu/resources_services/career_services/current_students/career_resources/opportunities/)

### Professional Associations:

- International Association of Business Communicators ([www.iabc.com](http://www.iabc.com))
- Academy of International Business ([aib.msu.edu](http://aib.msu.edu))
- International Business Training Association ([www.ibtalerning.com](http://www.ibtalerning.com))
- Uniworld ([www.uniworldbp.com/template1.php](http://www.uniworldbp.com/template1.php))
- International Institute of Business Analysis ([www.iiba.org](http://www.iiba.org))