

## International Business

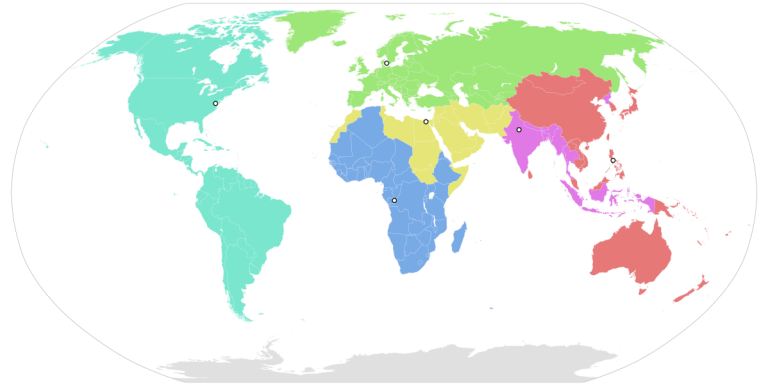
An increasing number of companies are now conducting business internationally. If you enjoy learning about foreign economics, working with a diverse group of people, and/or leveraging your international experience, a career in international business may be for you!

A degree in international business can prepare you for a wide range of career paths including marketing, sales, banking and financial services, logistics/supply chain management, consulting, and more.

International business graduates find careers with multinational corporations, consulting firms, banks, businesses involved in imports and exports, foreign companies operating in the United States, government agencies, and non-governmental organizations (NGOs)/multilateral/nonprofit organizations.

Keep in mind that entry-level positions are often located domestically and do not have the words "international" or "global" in the title. However, after gaining a few years of experience (and possibly a graduate degree), your employer may have opportunities to take on assignments that require you to travel abroad or make a permanent move to another country.

Source: *Careers in International Business, International Business Careers and Job Growth*



### Industries & Positions\*

#### Marketing/Sales

- Marketing Analyst
- International Marketing Manager
- International Business Development Manager
- Export Sales Representative
- Global Account Manager

#### Finance

- Foreign Investment Analyst
- International Treasurer
- Foreign Exchange Associate
- Risk Analyst
- Commercial Banking Officer
- Commercial Loan Officer

#### Logistics

- Trade Compliance Specialist
- Import/Export Analyst
- Customs Broker
- International Logistics Specialist
- Global Supply Chain Analyst

#### Federal Government

- Foreign Commercial Service Officer
- International Trade Specialist
- Trade Compliance Analyst
- Logistics Management Specialist
- Economist

## Learn More With O\*Net

Visit O\*Net OnLine to explore the sample roles in international business. The database provides career exploration tools to the public at no cost and is continually updated by surveying a broad range of workers from each occupation. Learn about the knowledge, skills, tasks, and activities required for each occupation, as well as median wages and employment trends reported by the Bureau of Labor Statistics and other federal agencies.

**01** Visit O\*Net OnLine at [www.onetonline.org](http://www.onetonline.org)

**02** Refer to the sample job titles listed in the "O\*Net Keywords" section below

**03** Enter phrase into O\*Net's "Occupation Search" to explore sample roles

#### O\*Net Keywords:

- Finance
- Marketing
- Import/export
- Foreign

#### Roles:

- Freight Forwarders
- Logistics Manager
- Marketing Managers
- Export Coordinator

\*Note salary are highly dependent on location, company type, and candidate experience/education. Trajectories for international business majors also vary by external factors such as: financial support, background/experience, and market demand.

## International Business

### Skills/Experience Suggested:

- Specialized skill in one or more business disciplines (marketing, finance, etc.)
- Strong communication skills
- Cross-cultural competency
- Adaptable and flexible
- Fluent in a foreign language
- Creative problem solver

### Advanced Degrees:

- MBA in International Business
- *Also consider a professional degree in a focus area (finance, management, etc.)*

### Professional Associations:

- California Centers for International Trade Development (CITD)
- Business Council for International Understanding (BCIU)
- Any professional associations within a business discipline (information systems, economics)

### Campus Resources:

- Center for International Business
- International Business Club (IBC)
- Small Business Development Center (SBDC)

**Don't forget to check out the list of career path advisors**  
[business.fullerton.edu/Programs/Undergraduate/#career-path-advisors](http://business.fullerton.edu/Programs/Undergraduate/#career-path-advisors)

### Industry Research & Tools:

- World Trade Week Career Guide
- International Business Career Guide
- APSIA Careers in International Affairs
- Global Edge—search the academy tab
- What Can I Do with this Major—accessible through Career Services website
- Going Global—accessible through Career Services Website

### Job & Internship Search Sites:

- Usajobs.gov
- Global Edge
- Indeed.com
- Internships.com
- LinkedIn.com
- Going Global—accessible through Career Services Website
- Vault.com—accessible through your Student Portal

### Employers Hiring Mihaylo Graduates:

