



Mike Ilitch  
School of Business

**Career Planning & Placement Office**

# **Global supply chain management**

**Career information**

# Global supply chain management

According to the Council of Supply Chain Management (SCM), supply chain management plans, implements, and controls the efficient flow and storage of goods, services, and related information from the point of origin to the point of consumption in order to meet end user or retail customers' requirements.

The functions included in a typical corporate supply chain management organization include SCM system design, plant and warehouse site selection, purchasing, production scheduling, SCM related customer service and order processing, inventory control, freight transportation planning and management, warehousing design and management, and returned goods management.

## What can I do with this major?

SCM careers can be found in automotive, manufacturing, retail chains, wholesalers, third party logistics services companies, SCM related software application firms, trade management and customs brokerage organizations, and carriers such as ocean shipping lines, freight railroads, air freight companies and major trucking firms.

Industries and career areas	Employers
Manufacturing	
Customs and trade management Global purchasing and materials management Inventory management Operations management Order management and SCM-related customer service Transportation planning	Manufacturers of industrial goods and consumer goods
Retail & wholesale	
Customs and trade management Distribution Inbound freight management Inventory planning	Retailers Wholesalers Distributors

Merchandising and global supplier management Outbound freight management Purchasing Supplier sourcing Warehousing	
Service institutions & third-party service suppliers	
Customs brokerage and trade management Operations Purchasing Software development and implementation Systems management Third-party contracted transportation planning Third-party contracted warehousing	Service institutions including: Banks Financial institutions Hospitals Educational institutions
Transportation & carriers	
Air freight operations or marketing Freight railroads operations or marketing Ocean carriers operations or marketing Systems management TL and LTL trucking operations or marketing Traffic management	Freight and passenger carriers including: Aviation Rail Trucking Shipping

## Career options

This list is a sample of career options for a global supply chain management major.

### Entry-level positions (0-4 years of experience)

- Supply chain analyst:** Uses analytical and quantitative methods to understand, predict, and enhance supply chain processes. Responsible for assembling data, analyzing performance, identifying problems, and developing recommendations which support SCM planning and operations.
- Entry-level buyer:** Responsible for picking suppliers and managing suppliers for particular items. Meets with suppliers, ensures quality standards and works to reduce

long-term costs.

- **Logistics analyst:** Uses analytical and quantitative methods to understand, predict, and enhance supply chain processes. Responsible for assembling data, analyzing performance, identifying problems, and developing recommendations which support SCM planning and operations.
- **Inventory analyst:** Schedules and revises shipment plans to ensure efficient distribution of products to satisfy customers. Analyzes inventory levels, production speed and product demand to determine reorder levels which will ensure product availability and minimize inventory costs.
- **Operations supervisor:** Acts as a frontline leadership within the distribution centers. Supervises a shift of hourly associates by providing leadership, motivation, training and development to the team.

### **Management (5-15 years of experience)**

- **Supply chain manager:** Manages all supply chain functions, such as production planning, material procurement, inventory control, freight management, warehouse management, and customer service related to logistics.
- **Inventory planning and control manager:** Responsible for setting inventory strategy to assure in-stock position with lowest possible levels of inventory. Interacts with production scheduling, purchasing and marketing.
- **Transportation manager:** Directs the effectiveness of private, third party and contract carriage systems. Manages staff and operations to assure timely and cost efficient transportation of all incoming and outgoing shipments.
- **Purchasing manager:** Plan, direct, or coordinate the activities of buyers, purchasing officers, and related workers involved in purchasing materials, products, and services. Include wholesale or retail trade merchandising managers and procurement managers.
- **Industrial production manager:** Plan, direct, or coordinate the work activities and resources necessary for manufacturing products in accordance with cost, quality, and quantity specifications.

# Salary data

The Midwest National Association of Colleges and Employers reports that 2012 starting salaries for supply chain averaged \$41,393.

## Who hires global supply chain management majors?

### Large auto manufacturers and suppliers

- Ford Motor Company
- General Motors
- Chrysler Group LLC
- Daimler Germany Automotive
- Shanghai Automotive
- American Axle & Manufacturing
- Lear Corporation
- Volkswagen
- Delphi Automotive
- Faurecia
- Rolls-Royce Motor Cars
- Johnson Controls
- Detroit Diesel Corporation
- Guardian Glass Industries

### Wholesalers and retailers

- Lipari Foods
- Gordon Food Service
- Alticor-Amway
- Moosejaw
- Kohl's Department Store
- Best Buy

### Healthcare

- Henry Ford Health System
- Detroit Medical Center
- Beaumont Health System
- Blue Cross BlueShield

### Foreign trade management

- Kuehne & Nagel
- Panalpina Inc.
- Sandler & Travis Trade
- Livingston Companies

### Other manufacturers

- Cargill
- Masco Corporation
- Johnson & Johnson Inc.
- Tacom General Dynamics
- Whirlpool Corporation
- DTE Energy
- Hewlett Packard
- Pratt & Whitney China
- Kellogg
- La-Z-Boy

### Logistics Specialists

- Ryder Logistics
- Evans Distribution Systems
- Penske Logistics
- Exel DHL
- Hollingsworth Logistics Group
- Insight Logistics
- Con-way Freight
- UTi Worldwide
- Menlo Worldwide Logistics
- Lean Logistics
- CH Robinson

### Carriers

- Reliable Carriers
- Delta Airlines
- Northwest Airlines
- Canadian National Railroad Co.
- Yellow Freight
- Norfolk Southern Railroad
- Conway Express
- TNT Holland Trucking
- FedEx
- UPS
- Crusar Poland
- Central Transportation
- CSX Railroad

# Professional organizations & scholarships

**Council of Supply Chain Management Professionals (CSCMP)** • [cscmp.org](http://cscmp.org)

Provides education resources, career development, and networking opportunities across all dimensions of supply chain management. Scholarship program available.

**American Society of Transportation and Logistics (APICS)** • [apics.org](http://apics.org)

APICS is a professional association for supply chain management and the leading provider of supply chain research, education and certification programs. Scholarship programs available.

**Delta Nu Alpha** • [deltanualpha.org](http://deltanualpha.org)

Honorary and professional society for transportation providing education, networking, and scholarships.

**Institute for Operations Research and the Management Sciences** • [informs.org](http://informs.org)

Serves the scientific and professional needs of operations research educators, investigators, scientists, students, managers and consultants.

**Institute for Supply Management (ISM)** • [instituteforsupplymanagement.org](http://instituteforsupplymanagement.org)

Focused on supply management purchasing and strategic procurement management. Scholarship programs available. *Local chapter: ISM Southeast Michigan, [ism-sem.org](http://ism-sem.org)*

**International Society of Logistics (SOLE)** • [sole.org](http://sole.org)

International professional society organized to enhance the art and science of logistics technology, education and management.

**Logistics Management** • [logisticsmgmt.com](http://logisticsmgmt.com)

Leading monthly supply chain logistics trade magazine with articles, case studies, career information, etc.

**Transportation and Logistics Council** • [tlcouncil.org](http://tlcouncil.org)

Addresses interests of the shipping community through education and representation in issues related to transportation of goods.

**Transportation Club of Detroit (TCD)** • [transportationclubofdetroit.com](http://transportationclubofdetroit.com)

Detroit area association for transportation professionals focused on education and social networking. Scholarship programs available.

## Related websites

**About Logistics** • [logistics.about.com](http://logistics.about.com)

**Supply Chain Brain** • [supplychainbrain.com](http://supplychainbrain.com)

**Occupational Outlook Handbook** • [bls.gov/oco/](http://bls.gov/oco/)  
U.S. Department of Labor Occupational Outlook Handbook

**Jobs in Logistics** • [jobsinlogistics.com](http://jobsinlogistics.com)

**Logistics Jobs** • [logjob.com](http://logjob.com)

**WayneBizCareers** • [waynebizcareers.com](http://waynebizcareers.com)  
Exclusive to WSU Mike Ilitch School of Business students and alumni

**Intern in Michigan** • [interninmichigan.com](http://interninmichigan.com)  
Identify internship opportunities with organizations throughout Michigan

**Journal of Commerce Career Site** • [joc.com/logistics-career-center](http://joc.com/logistics-career-center)

**Crains Detroit Intern Site** • [crainsdetroit.com/craainsjobfront](http://crainsdetroit.com/craainsjobfront)

**INROADS** • [inroads.org](http://inroads.org)  
Works with underserved youth to help prepare them for corporate and community leadership

## Mike Ilitch School of Business contact

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### Global Supply Chain Management Student Association

GSCMA is dedicated to the study and practice of logistics, transportation, distribution, supply chain management and other related fields. All Wayne State undergraduate and graduate students are welcome. Email [taylorjohn@wayne.edu](mailto:taylorjohn@wayne.edu) for more information.

## Tips from the experts

**Meritor's director of GSCM solutions, logistics & EU packaging:** "You are potentially making a decision to participate in one of the most exciting and crucial disciplines that drive Detroit and the overall global manufacturing industries. The constant technological and process advancements in this field provide for a limitless amount of opportunity and will always leave you excited, motivated, and with a complete sense of accomplishment. GSCM is the backbone of this great City, State, Nation and World and you are needed to take it to even greater heights."

**Lear Logistics:** "Networking is key. Do not take any opportunity for granted."

**GSCM Student intern at Lear:** "Research positions to ensure that the ones you are seeking are of interest and applicable to your major. I also suggest that students visit the Career Planning and Placement office as well as the academic advising office. Many people do not realize the usefulness of these resources, they really do help guide and shape your career."

**GSCM alumnus working at Rolls Royce:** "As an undergrad, do not distinguish between small and big opportunities, I've found the small chances to have just as much of a return as big ones. You just have to give them a shot."

**GSCM faculty member:** "Students must start early to actively take steps to pursuing their career. They should consider attending events and getting at least one to two internships in their field to help them get a full time position upon graduation."