

MARKETING

What can I do with this major?

AREAS

EMPLOYERS

STRATEGIES

SALES AND PROMOTION

Industrial Sales
Wholesale Sales
Consumer Product Sales
Financial Services Sales
Services Sales
Advertising Sales
Corporate Sales
Manufacturer Representation
Direct Consumer Sales
E-commerce
Sales Management:
 District, Regional, and Higher
Promotion:
 Consumer
 Trade
 Sales Force
Customer Service

For-profit and nonprofit organizations
Product and service organizations
Manufacturers
Financial companies
Insurance companies
Print and electronic media outlets
Software and technology companies
Internet companies
Consulting firms

Obtain experience through internships or summer and part-time jobs.
Seek leadership positions in campus organizations.
Work for the campus newspaper, directory, or radio station selling advertisements.
Become highly motivated and well-organized. Learn to work well under pressure and to be comfortable in a competitive environment.
Be prepared to work independently and to be self-motivated. Plan to work irregular and long hours.
Develop strong persuasion skills. Learn how to communicate effectively with a wide range of people and build relationships. Take courses in interpersonal communication and public speaking.
Develop a strong knowledge base of the product or service you are selling.
To deliver effective customer service, develop problem solving skills, self-confidence, assertiveness, and empathy. Become committed to customer satisfaction.
Some positions in sales, such as pharmaceuticals, require at least one to two years of a proven record in outside sales. Be prepared to start in a different industry before getting a job in pharmaceuticals.

MARKETING MANAGEMENT

Marketing is a functional area that falls in between product development and sales.

Product Management
Brand Management
Marketing Strategy Management
Advertising Management

Consumer products corporations
Service providers
Industrial goods manufacturers
Software and technology companies
Advertising and public relations firms
Market research firms

Plan on pursuing an MBA and an internship for most brand or product management positions.
Creativity and analytical skills are both critical to success in this field.
Develop strong communication skills and learn to work well on cross-functional teams.
Obtain a broad background in advertising, research, consumer behavior, and strategy.
Be prepared to start in assisting roles and work your way up.

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STRATEGIES

MARKET RESEARCH

Data Collection:
 Primary
 Secondary
Field Service
Survey Research
Data Analysis
Evaluation Design
Forecasting
Reporting
Project Management
Management

Large corporations
Marketing research firms
Public institutions concerning health, education, and transportation
Management consulting firms
Advertising agencies
Manufacturers
Retailers
Trade and industry associations
Government agencies
Nonprofit organizations

Build a solid background in statistics, mathematics, and behavioral science. Strong analytical and problem solving skills, and an attention to detail are critical.
Learn how to use databases and other marketing and statistical analysis software programs.
Get involved with a professor's research project or pursue an independent study to learn about the research process.
Gain experience with data entry and interviewing through part-time jobs or internships.
Plan on obtaining an advanced degree in business or statistics to qualify for more positions. Graduates with bachelor's degrees may qualify for entry-level positions such as junior or associate analysts.
Work experience in sales and other areas of marketing may prove beneficial.
Research certification by the Marketing Research Association.

PURCHASING/PROCUREMENT

Purchasing/Buying:
 Wholesale
 Retail
 Agricultural
 Operational
Contract or Supply Management

Manufacturers
Retail chains and stores
Wholesalers
Large corporations
Local, state, and federal government agencies
Educational institutions
Hospitals

Develop the skills most important to this field including: analytical, decision-making, communication, and negotiation.
Supplement curriculum with courses in supply chain management or logistics.
For federal government positions, become familiar with the application process. Maintain a high grade point average and plan to complete a federal internship.
Be prepared to start in assisting positions and work your way up.
Research the options that are available for certification, for example those offered by the American Purchasing Society.

AREAS

EMPLOYERS

STRATEGIES

SOCIAL MEDIA MANAGEMENT

Strategy
Content Planning
Community Management
Marketing and Promotions
Blogging
Copy Writing
Search Engine Marketing
Online Customer Service

Public relations firms
Marketing agencies
Advertising agencies
Social media management companies
Media outlets
Entertainment companies
Organizations in a variety of industries
Web application companies
Freelance

Get experience with social media platforms, e.g., Facebook, YouTube, and Twitter and location-based social media sites, e.g. Yelp and Gowalla.
Be adept at learning new technology and tools quickly. Stay abreast of industry news.
Establish an online presence for yourself, and use it in your job search.
Complete an internship in social media.
Volunteer to maintain social media for campus organizations.
Develop skills important to this field including: communication, creativity, relationship building, and project management.
Take courses in journalism, copy writing, and technology.
Research an industry of interest to learn about its social media presence.
Learn how to effectively manage negative press.

MANAGEMENT

Types of Management Include:
Entry-Level/Management-Trainee
Supervision of Employees and Operations
Human Resource Management:
 Recruiting/Staffing
Project Management
Team Management
Information Management
Middle Management
Top Management

Nearly every type of organization across industries offer management positions including:
Banks and financial institutions
Retail stores
Restaurants
Hotels and other facilities
Service providers
Healthcare organizations
Manufacturers
Software and technology companies
Educational institutions
Local, state, and federal government
Nonprofit organizations
Staffing agencies
Self-employed

Be prepared to start in entry-level management trainee positions or corporate rotational programs.
Gain related experience through internships or summer and part-time jobs.
Work at a retail store or restaurant; advance into an assistant manager position.
Get involved in student organizations and assume leadership roles.
Demonstrate a strong work ethic, integrity, and a sense of independence.
Take courses in a secondary specialty such as logistics or information systems to increase job opportunities.
Learn to communicate effectively with a wide variety of people and to work well on a team.
Develop strong problem solving skills.

AREAS	EMPLOYERS	STRATEGIES
<p><u>ENTERTAINMENT MARKETING</u></p> <p>Sales Promotions Marketing Event Planning Public Relations Social Media Management</p>	<p>Music industry: Concert promoters Record labels Radio stations Artist management agencies</p> <p>Sports industry including: Minor and major league teams College and university athletics Arenas, stadiums, and facilities</p> <p>Festivals Event planning companies Marketing and public relations firms Movie and television industry Theaters Nonprofits focused on arts and entertainment</p>	<p>Seek multiple internships in area of interest, even if unpaid. Full-time positions are often difficult to obtain and require breaking in at the bottom level. Gain experience in sales to prepare for this field. Get involved with campus entertainment boards or event planning committees or work at the college radio or television station if possible. Volunteer to promote a local band on your campus or in your city. Work part-time or summer jobs at venues that host events or conferences. Plan to relocate to larger cities for the most job opportunities. Conduct informational interviews to build a network of contacts.</p>
<p><u>BANKING</u></p> <p>Commercial Banking Retail/Consumer Banking Credit Analysis Lending Trust Services Mortgage Services Branch Management Operations</p>	<p>Banks Credit unions Savings and loan associations Financial services institutions Wholesale lenders Housing lenders Federal Reserve banks</p>	<p>Develop a solid background in business including finance and accounting. Get experience through part-time, summer, or internship positions in a bank. Develop strong interpersonal and communication skills in order to work well with a diverse clientele.</p>
<p><u>INSURANCE</u></p> <p>Sales Claims Underwriting Risk Management Asset Management Loss Control Customer Service</p>	<p>Insurance firms Insurance brokers</p>	<p>Complete an internship with an insurance agency. Talk to professionals in the industry to learn more about claims, underwriting, and risk management. Many entry-level positions exist in these areas. Initiative and sales ability are necessary to be a successful agent or broker. Develop strong communication skills as many positions require interaction with others and the ability to explain information clearly and concisely. There are many certifications in the insurance industry. Research those relevant to your area.</p>

AREAS

EMPLOYERS

STRATEGIES

REAL ESTATE

Brokerage/Sales:

Residential

Commercial

Office and Industrial

Farm and Land

Property Management

Appraising

Land Development

Real estate brokers and firms

Banks

Appraisal firms

Apartment and condominium complexes

Leasing offices

Developers

Large corporations: real estate departments

Research the process of becoming a real estate broker through the National Association of Realtors. Every state requires a combination of real estate courses, passing an exam, and other criterion to gain a license.

Obtain sales experience through part-time, summer, or internship positions.

Develop an entrepreneurial spirit as nearly 60% of brokers and agents are self-employed.

Be willing to work evenings and weekends to accommodate clients' schedules.

Investigate apprenticeships in appraisal if that is an area of interest.

GENERAL INFORMATION

- Most entry-level positions for marketing majors reside in sales. After gaining more experience, professionals can move into marketing management.
- Marketing is good preparation for graduate study in business. An MBA can open greater opportunities, particularly in areas of brand management and market research.
- Gain as much relevant experience as possible through internships or summer and part-time jobs.
- Join the American Marketing Association student chapter and seek leadership roles.
- Develop excellent communication skills and the ability to work well with others.
- Conduct informational interviews with or shadow professionals in careers of interest to learn about the field first hand.
- Engage in personal networking to increase job possibilities.
- Look for companies that hire new graduates into rotational training or corporate leadership development programs to gain exposure to multiple functional areas.
- A willingness to relocate often opens more entry-level opportunities.