INTERVIEW QUESTIONS FOR SUPPLY CHAIN

• Tell about a time when you had to identify and obtain the resources necessary to complete a major task.

• Tell about a time when you adapted a method used elsewhere, rather than start from scratch.

• Tell about a situation where you joined a team that was failing and how you turned it into a success.

• How do you see yourself as a communicator between lines of conflict?

• Describe a situation in which you effectively developed a solution to a problem by combining different perspectives or approaches.

• You are making Lotion XYZ and a company is producing a competitive product in four weeks. You also have low inventory due to a promotion. What do you do?

FOR MORE INFORMATION ABOUT SALES AT THE C. T. BAUER COLLEGE OF BUSINESS

For questions related to graduate business degrees, visit: http://www.bauer.uh.edu/graduate-studies/index.php

For questions related to Bauer Business Student Activities, visit: www.bauer.uh.edu/bsa

For research and reference services with your M.D. Anderson Librarian contact Lisa Martin at lmmartin3@uh.edu | 713-743-9649, or Orolando Duffus at oaduffus@uh.edu | 713-743-8750

For additional Supply Chain Management information, contact Gordon Smith: gsmith@bauer.uh.edu

RESOURCES FOR SALES CAREERS

LinkedIn.com groups
Sales Best Practices
Sales and Marketing Executives
The Sales Professional Network
The SALES Association
Sales Playbook!
Sales Management Association
Sales Café

organizations
Professional Sales Association
NASP: National Association of Sales Professionals
CSP: Certified Sales Professional
National Sales Solutions
Academy of Sales
POTENTIAL EMPLOYMENT AREAS

Supply Chain Management
Organizational relationships
Technology management
Partner integration
Facility network design and location
Operations Management
Manage making the product
New product development
Global Sourcing & Procurement

Supply Chain Career Positions

Business Analyst/Business Value Manager
Category Manager
Commercial Sourcing Analyst
Commodity Leader
Contract Negotiation Manager
Data Analyst
Demand Planner
Director of Client Services/Engagement Manager
Director of Supply Chain
Enterprise Supply Chain Solutions Analyst
Financial Cost Analyst
Financial Operations Specialist
Fuel Supply Analyst
Global Sourcing Coordinator
Global Quality Manager

Inventory Coordinator/Logistics Specialist
Logistics Analyst/Manager
Materials Manager/Operations Analyst
Offshore Supply Chain Manager
Planning and Procurement Consultant
Procurement Analyst
Production Planner/Analyst
Project Manager/Program Manager
Project Optimization Analyst
Six Sigma Supply Chain Specialist
Strategic Sourcing Manager
Supply Chain Leadership/Rotational Program
Supply Chain Planner/Analyst/Consultant
Vice President, Supply Chain

Supply Chain Employers

ExxonMobil
CenterPoint Energy
Baker Hughes
Marathon Oil
Schlumberger
Halliburton
ConocoPhillips
Air Liquide
Shell
Chevron
Jacobs Engineering
Bechtel Corporation

El Paso Energy
Weatherford
Anadarko
GE Oil & Gas
Apple
Google
Cisco
Hewlett Packard
Dell Computer
Deloitte
PWC
KPMG
Ernst & Young
Amazon
Wal-Mart
Coca-Cola
HEB
Target
Neiman Marcus
Federal Express
DHL
Wipro
HP
HPE

Business Analyst/Business Value Manager
Category Manager
Commercial Sourcing Analyst
Commodity Leader
Contract Negotiation Manager
Data Analyst
Demand Planner
Director of Client Services/Engagement Manager
Director of Supply Chain
Enterprise Supply Chain Solutions Analyst
Financial Cost Analyst
Financial Operations Specialist
Fuel Supply Analyst
Global Sourcing Coordinator
Global Quality Manager

Inventory Coordinator/Logistics Specialist
Logistics Analyst/Manager
Materials Manager/Operations Analyst
Offshore Supply Chain Manager
Planning and Procurement Consultant
Procurement Analyst
Production Planner/Analyst
Project Manager/Program Manager
Project Optimization Analyst
Six Sigma Supply Chain Specialist
Strategic Sourcing Manager
Supply Chain Leadership/Rotational Program
Supply Chain Planner/Analyst/Consultant
Vice President, Supply Chain

Supply Chain Employers

ExxonMobil
CenterPoint Energy
Baker Hughes
Marathon Oil
Schlumberger
Halliburton
ConocoPhillips
Air Liquide
Shell
Chevron
Jacobs Engineering
Bechtel Corporation

El Paso Energy
Weatherford
Anadarko
GE Oil & Gas
Apple
Google
Cisco
Hewlett Packard
Dell Computer
Deloitte
PWC
KPMG
Ernst & Young
Amazon
Wal-Mart
Coca-Cola
HEB
Target
Neiman Marcus
Federal Express
DHL
Wipro
HP
HPE

Supply Chain, according to APICS: “A process that provides management the ability to strategically direct its businesses to achieve competitive advantage on a continuous basis by integrating customer focused marketing plans for new and existing products with the management of the supply chain.”

DECISION VARIABLES

Location
Production
Inventory
Transportation

BUSINESS ENVIRONMENT

Global
Technology driven
Dynamic
Shorter product life cycles
Outsourcing/offshoring
Competitive

SKILLS & ABILITIES

Global Perspective
Industry Knowledge
Technical Skills
Tactical Skills

Systems Thinker/Critical Thinker
Strategic Planner
Analytical
Leadership/Management

Negotiator
Change Management
Adaptability/Flexibility
Quantitative Skills/Metrics Driven

RESEARCH

APICS: Professional Association for Supply Chain Management
CSCMP: The Council of Supply Chain Management Professionals
ASQ: American Society for Quality
Supply Chain Digest
ISM: Institute for Supply Management
Supply Chain Brain
PMI: Project Management Institute
UH: Business Library
American Purchasing Society

Please visit Bauer Gateway to apply for opportunities.