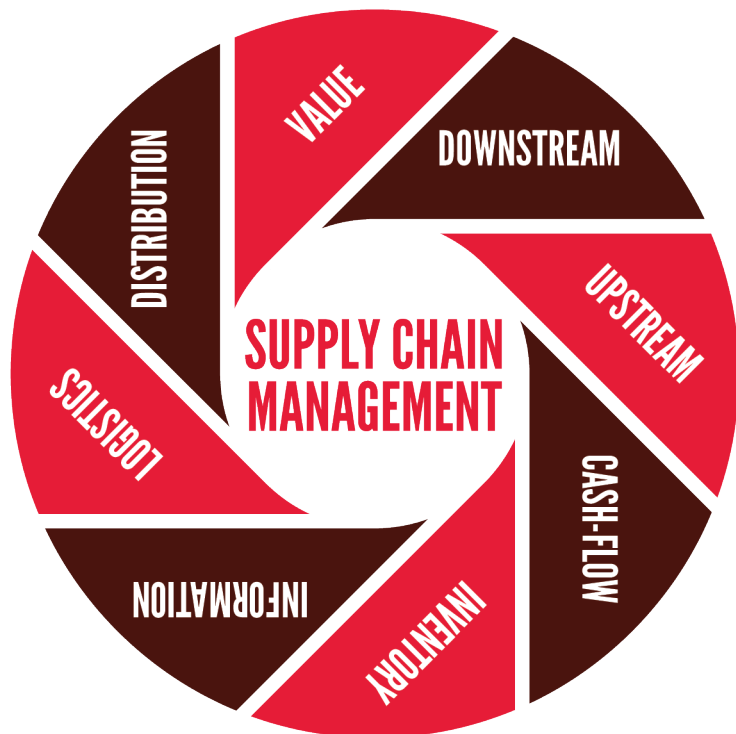


Career Information on Supply Chain Management



Resources • Interview Tips • Research

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 lmartin3@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 | organizations |
| Sales Best Practices | Professional Sales Association |
| Sales and Marketing Executives | NASP: National Association of Sales Professionals |
| The Sales Professional Network | CSP: Certified Sales Professional |
| The SALES Association | National Sales Solutions |
| Sales Playbook! | Academy of Sales |
| Sales Management Association | |
| Sales Café | |

POTENTIAL EMPLOYMENT AREAS

Supply Chain Management	Develop vendor relationships
Organizational relationships	Negotiate contracts with vendors
Technology management	Distribution
Partner integration	Demand & supply management
Facility network design and location	Green supply chain
Operations Management	Support Services
Manage making the product	Call center management
New product development	Warranty operations
Global Sourcing & Procurement	

SUPPLY CHAIN CAREER POSITIONS

Business Analyst/Business Value Manager	Inventory Coordinator/Logistics Specialist
Category Manager	Logistics Analyst/Manager
Commercial Sourcing Analyst	Materials Manager/Operations Analyst
Commodity Leader	Offshore Supply Chain Manager
Contract Negotiation Manager	Planning and Procurement Consultant
Data Analyst	Procurement Analyst
Demand Planner	Production Planner/Analyst
Director of Client Services/Engagement Manager	Project Manager/Program Manager
Director of Supply Chain	Project Optimization Analyst
Enterprise Supply Chain Solutions Analyst	Six Sigma Supply Chain Specialist
Financial Cost Analyst	Strategic Sourcing Manager
Financial Operations Specialist	Supply Chain Leadership/Rotational Program
Fuel Supply Analyst	Supply Chain Planner/Analyst/Consultant
Global Sourcing Coordinator	Vice President, Supply Chain
Global Quality Manager	

SUPPLY CHAIN EMPLOYERS

ExxonMobil	El Paso Energy	Ernst & Young
CenterPoint Energy	Weatherford	Amazon
Baker Hughes	Anadarko	Wal-Mart
Marathon Oil	GE Oil & Gas	Coca-Cola
Schlumberger	Apple	HEB
Halliburton	Google	Target
ConocoPhillips	Cisco	Neiman Marcus
Air Liquide	Hewlett Packard	Federal Express
Shell	Dell Computer	DHL
Chevron	Deloitte	Wipro
Jacobs Engineering	PWC	HP
Bechtel Corporation	KPMG	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	Systems Thinker/Critical Thinker	Negotiator
Industry Knowledge	Strategic Planner	Change Management
Technical Skills	Analytical	Adaptability/Flexibility
Tactical Skills	Leadership/Management	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.