



## What to do with your major in International Business...

Not sure what to do with your major? No worries! Linking a major to a career is a challenging process for many undergraduate students. Below you will find information to help you start the process.



### Typical Entry-level Job Titles

- Foreign Affairs Analyst
- Logistics Coordinator
- Foreign Service Officer
- Immigration Specialist
- Business Analyst
- Language Specialist
- Import/Export Coordinator

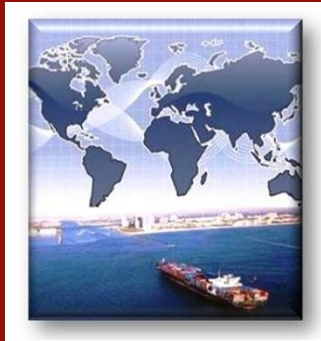
### Jobs for Graduates with Experience

- Administrative Manager
- Global Business Manager
- CEO
- Business Analyst/Consultant
- Entrepreneur
- FBI Agent

# Overview of Typical Career Paths

## Government

Working for a government agency usually applies to one of the independent agencies of the United States government. Examples of independent agencies include the Federal Communication Commission (FCC), Federal Reserve Board, U.S. Securities and Exchange Commission (SEC), the National Labor Relations Board (NLRB), and the Federal Trade Commission (FTC). There are also work options available with the U.S. Army, Navy, Marines, Air Force, as well as other government agencies like the FBI and CIA.



## Global Corporations

These are corporations that have offices and branches worldwide. If you want to work overseas, it's a good idea to work for a global corporation in hopes of getting relocated. Some of the global corporations included on the Global Fortune 500 list are Wal-Mart Stores, Royal Dutch Shell, Exxon Mobil, BP, Toyota Motor, and AXA.

## International Business Institutions

Working for a Business Institution, like the Fox School of Business or many others, can be another option for International Business majors. Many schools now have Centers for International Business Education and Research, also known as CIBER. The thirty-one centers serve as regional and national resources to business people, students, and teachers. The two only CIBER centers in Pennsylvania are at University of Pennsylvania and at Temple University.



**ENTRY-LEVEL JOB TITLES of RECENT FOX SCHOOL UNDERGRADUATE INTERNATIONAL BUSINESS MAJORS**

Accelerated Management Trainee Program  
Account Coordinator  
Account Distribution Manager  
Actuarial Assistant  
Administrative Assistant  
Advisory Risk Internal Associate  
Apple Leadership Program  
Assistant Import Coordinator  
Assistant Account Manager  
Associate Consultant  
Associate Product Manager  
Associate Research Analyst  
Audit Associate  
Business Analyst  
Business Management Associate  
Camp Director  
Cantonese Lexicographer  
Case Manager of Immigration  
Contemporary Marketing Representative  
Contract Specialist  
Corporate Banking Analyst  
Entry-level Accountant  
Exec Development Prog. - Asst. Buyer  
Executive Team Leader  
Export Logistics Coordinator  
HR/Learning & Development Intern  
Human Resources Representative  
Information Associate  
Information Technology Auditor (Staff 1)  
Insurance Claims Technician  
Intern- Global Corporate Financial Leader  
Intern to Sr. Int'l Finance Credit Officer  
International Account Manager  
International Projects Assistant  
International Sales Coordinator  
International Trader  
International Underwriting Trainee  
Intern-Compensation Consulting

Investment Strategies Analyst  
IT Analyst  
Junior Account Executive  
Junior Campaign Management  
Law Clerk  
Leadership Preparation Program  
Licensed Marketing Assistant  
Litigation Assistant  
Logistics Coordinator  
Management Development Program (MDP)  
Manager of Innovation/Technology  
Managing Director  
Marketing & Events Assistant  
Marketing Associate  
Office Manager  
OMST Rotational Program  
Oper., People, & Change Advisory Associate  
Operations Analyst  
Operations Specialist  
Outbound Sales Administration  
Paralegal  
Pharmaceutical Sales Representative  
Procurement Co-op  
Procurement Operations Specialist  
Product Management Consultant Program  
Professional Development Program  
Real Estate Financial Analyst  
Recruiter  
Regional Sales Director  
Regulatory Associate  
Sales Manager  
Sales/New Business Development  
Securities Lending Operations Specialist  
Special Agent  
Systems & Process Assurance Intern  
Tax Associate  
Total Loss Adjuster- Auto  
Trade Finance

## EMPLOYERS THAT HAVE HIRED FOX SCHOOL UNDERGRADUATE INTERNATIONAL BUSINESS MAJORS

ACE INA  
Adidas  
AIG, Inc.  
ALDO  
All Risks, Ltd  
Alloy Silverstein & Co.  
American Red Cross  
ATD-AMERICAN CO.  
BDP International  
Bearoff & Company  
Bespoke Ventures  
Bimbo Bakeries, USA  
BTRG (Business & Technology Resource Group)  
Cambodia Association  
Camp Galil  
Canon  
CNA  
Cohen & Company  
Department of Veterans Affairs  
Diamond Transportation Group  
Ernst & Young  
Financial Industry Regulatory Authority  
First Citizens Federal Credit Union  
FTI Consulting  
GE Capital - Commercial Equipment Financing  
GE Consumer Finance  
General Mills  
GlaxoSmithKline  
Grant Thornton  
ING Group  
Innovation Philadelphia  
INS Services  
Insight Global, Inc.  
Intellectual Marketing and Planning, Inc  
Iroko Pharmaceuticals  
ISN Inc.  
J. Crew  
J.G. Wentworth  
Jet-Thai Plastic Industries

Jingoli & Sons  
Johnson & Johnson Family of Companies  
KPMG  
Kreischer, Miller Co.  
LBC Credit Partners  
LevLane  
Liberty Mutual  
LifeSensors Inc.  
Market Resource Partners  
Marsh  
Maryland Small Business Development Center  
Maurice and Needleman Law Firm, P.C.  
Merrill Lynch  
MIC International Trade Consulting  
Milliman USA  
Northwestern Mutual Financial Network  
OdysseyRe  
Olympus  
PA Realty Works  
Peace Corps  
Penn Distributors  
Proscapa Technologies  
Roska Direct  
Samuel Shapiro & Company  
Sikorsky Aircraft Corporation  
Time Warner  
Tioga Pipe Supply Co., Inc.  
Titan Marketing  
Travelers  
U.S. Department of Commerce  
U.S. Department of Defense  
U.S. International Trade Commission  
U.S. Marine Corps  
U.S. Secret Service  
UBS - United Bank of Switzerland  
Vanguard Group  
VWR International  
W Bruce Beaton Company Inc.  
World Trade Center of Greater Philadelphia

## **Professional International Business Associations**

Foreign Policy Association (FPA)

The International Association of Business Communicators

World Trade Organization

World Bank Group

United States International Trade Commission

International Bureau of Chambers of Commerce

The International Trade Administration

International Business Association

# Extra International Business Links

[Import Export Business & International Trade Leads - FITA Global](#)

[International Business Center](#)

[BNI International - Business Networking and Referrals](#)

[International Job and International Careers](#)

[International Job Opportunities: The Riley Guide](#)

[International Careers and Jobs Overseas](#)

[Global Business: Jobs - Business Exchange](#)



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