

# What can I do with my major?

## International Business

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*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.*

**Fox School of Business,  
International Business  
Department**

[Website](#)  
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### Overview of typical International Business career paths:

#### ***International Marketing***

Conduct international market research, lead product development, manage global or local lines of products and decide which marketing policies must be adapted to local conditions.

#### ***International Sales and Business Development***

Solicit new international clients while growing relationships with existing clients. Language proficiency, cultural sensitivity, and social negotiation skills are essential.

#### ***International Economics***

Manage or consult on projects in international organizations, government agencies, or non-governmental organizations.

#### ***International Finance***

Operate international aspects of the banking sector, including currency exchange or international payment methods for the bank's corporate clients involved in international business

#### ***International Supply Chain Management, Transportation, and Logistics***

Take charge of delivering products from various points across the globe in a safe and efficient manner. This is a detail-and-customer-oriented career in a fast-paced, high-pressure work environment.

#### ***International Entrepreneurship***

Manage operations in a small international firm, or launch your own born-global venture!

*Source: International Business Administration Major brochure, Fox Center for Undergraduate Advising*

## Examples of Typical Entry-level Job Titles

- Import/Export Coordinator
- Foreign Affairs Analyst
- Logistics Coordinator
- Immigration Specialist
- Business Analyst
- Language Specialist
- Operations Specialist/Analyst
- International Sales Coordinator

## Experienced Job Titles

- Administrative Manager
- Global Business Manager
- Business Analyst/Consultant

## Sample list of Employers who have hired

### Fox School of Business International Business Majors:



## Professional International Business Associations

[Foreign Policy Association\(FPA\)](#) - The mission of the Foreign Policy Association today, as it has been throughout its 99-year history, is to serve as a catalyst for developing awareness, understanding, and informed opinion on U.S. foreign policy and global issues

[The International Association of Business Communicators](#)—The mission of IABC Foundation is to generate resources to fund and support strategic initiatives in line with IABC's purpose and to demonstrate the power of professional communication as a force for good in business and society

[World Trade Organization](#) - WTO is an international organization whose primary purpose is to open trade for the benefit of all.

[World Bank Group](#) - WBG is a unique global partnership: five institutions working for sustainable solutions that reduce poverty and build shared prosperity in developing countries.

[United States International Trade Commission](#) - The mission of USITC is to make determinations in proceedings involving imports claimed to injure a domestic industry or violate U.S. intellectual property rights; provides independent tariff, trade and competitiveness-related analysis and information; and maintains the U.S. tariff schedule.

[International Bureau of Chambers of Commerce](#) - The world's largest business organization working to promote international trade, responsible business conduct and a global approach to regulation to accelerate inclusive and sustainable growth to the benefit of all.

### Additional Resources:

[The International Trade Administration](#)

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

[International Business Center](#)

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

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

**LinkedIn**—Connect with other International Business Professionals to set up informational interviews and grow your network

**Events on campus:** Both CSPD and the Department of Strategic Management sponsor/host events that cater to business majors. Attend to learn more about career paths of your peers, professors, and faculty.