

BUSINESS MANAGEMENT CAREERS OVERVIEW



COMMON INDUSTRIES

- Business Services
- Hospitality
- Sales
- Consumer Goods
- Insurance
- Sports
- Defense
- Retail
- Technology
- Financial Services
- Real Estate

TYPICAL BUSINESS MANAGEMENT CAREER OPTIONS

POSITION/TITLE	SAMPLE OF COMPANIES	PRIMARY RESPONSIBILITIES
Customer Service	Fisher Investments, Vanguard, Ascensus, GEICO, Amazon	Client relationship management focused on delivering service, trouble-shooting, and customer retention. Primary function is to foster and maintain a positive customer experience. Tech Skills: Microsoft Excel, CRM, Project Management, Programming Language, Database, Cloud Platforms
Human Resources/ Recruiting	ADP, Paychex, TEKsystems, Insight Global	Recruitment, management, and placement for the people who work in an organization. Can include employer relations, payroll, benefits, and training. Tech Skills: Microsoft Excel
Management	Macy's, Target, Intuit, Enterprise, Walmart	Retail Sales Manager – Setting sales goals, overseeing distribution of products, training team members, and daily operations of a retail store. Project/Unit Manager – Employed to help a company attain organizational objectives. Can involve leading a business unit where strategy and decision-making skills are important.
Hospitality Management	Marriott, MGM, Hilton, Hyatt	Hotel management training programs prepare you for careers in hospitality leadership, facility operations, sales management, and event coordination.
Management Trainee/ Rotational Development	GEICO, Enterprise, PepsiCo, Cintas, Sherwin-Williams, Raytheon, Gallo	Practical experience gained via career development programs. Programs are 1 to 3 years, allowing trainees to be mentors and groomed for a leadership role. Each assignment instructs trainees about a different part of the business or industry operation. For those who are interested in a particular industry but do not yet know which business function they prefer. Can be part of a long-term leadership track. Tech Skills: Microsoft Excel
Operations Management	Amazon, Aramark, Cintas	Plan, oversee, and coordinate the operations of a company. Typical responsibilities include procurement (acquiring goods and services from external sources), managing relations, and improving a use of resources. Opportunities can be found within corporation, government, and retail. Tech Skills: Microsoft Excel, CRM
Sales	ADP, LinkedIn, Altria, Sports Franchises	B2B- Business to Business B2C- Business to Consumer Any organization requires a division that generates revenue. Development programs and apprenticeships are growing in popularity, instead of traditional sales training. Tech Skills: CRM, Conferencing Tools

ENGAGEMENT OPPORTUNITIES

- Eller Management Association
- Arizona Consulting Club
- Business of Entertainment
- Professional Sales Club
- Eller Leadership Board
- Eller Ambassador Honorary
- Investments Club
- Sports Management Certificate
- Sports Management Association