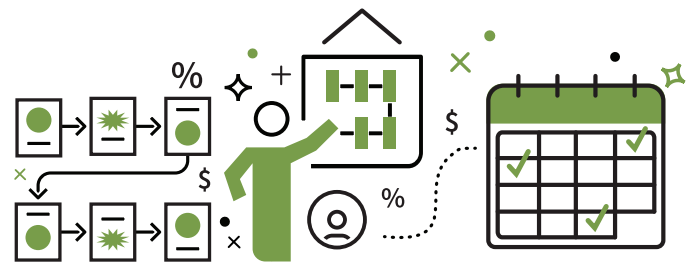


MBA-Supply Chain & Operations Management

Informed by numbers,
driven by principle.

Supply chain management is the planning and management of all activities involved in sourcing and procurement, conversion, and all logistics management activities. It includes activities like planning, sourcing, making, delivering, returning, and enabling products or services. More important, it also includes coordination and collaboration with channel partners, which can be suppliers, intermediaries, third-party service providers and customers. In essence, supply chain management integrates supply and demand management across companies. Potential career directions include: corporate sourcing strategy, vendor negotiation, operational excellence, supplier qualification, procurement, asset management and supply chain enterprise applications.



WASHU CLUBS/ DEVELOPMENT OPPORTUNITIES

- Olin Supply Chain & Operations Association (SCOPA)
- Boeing Center for Supply Chain Innovation
- Center for Experiential Learning:
 - Supply Chain and Operations Platform
 - Institute of Supply Management
 - Association for Supply Chain Management
 - Supply Chain Platform

Job Titles or Careers

Sourcing Lead | Strategic Sourcing Manager | Materials Manager | Demand Planner | Global Commodity Manager | Supply Chain Analyst | Operations Manager | Program Manager | Supply Chain Consultant | Strategy Consultant | Management Consultant | Leadership Development Program (LDP)

Competency-Related Keywords to Include in Resumes

Cost Analysis | Process Improvement | Spend Analysis | Decision Making | Cross-Cultural Collaboration | Strategic Sourcing | Sustainability | Operations Management | Demand Planning | Risk Management | Decision Modeling | Inventory Management | Negotiations | Internal Influencing | Leadership | Vendor/Supplier Relationships | Kaizen | Project Management | Cross-Functional teams | Lean Six Sigma

Average Full-Time
Salary/Range*

\$110,200

(Min \$70,000 – Max \$130,000)

Average Internship Hourly
Rate/Range*

\$42/hour

(Min \$22.00 – Max \$58.00)

Sources of Accepted Full-Time Offers*

Internship | Company Websites or Job Board/Social Media | Career Fair/Networking Event/Road Show/Talent Summit | Alumni/Faculty/Staff/Other Students | Family/Friend Outside of School | On-Campus Interview/Resume Collection/Job Posting

Sources of Internship Offers*

On-Campus Interview/Resume Collection/Job Posting | Company Websites or Job Board/Social Media | Career Fair/Networking Event/Road Show/Talent Summit | Alumni/Faculty/Staff/Other Students | Other (CEL, Skandalaris, etc.)

NOTABLE EMPLOYERS IN SUPPLY CHAIN

AB InBev | Alibaba | Amazon | America Airlines | Apple, Inc. | AstraZeneca | A.T. Kearney | AT&T | Boeing | Cisco Systems, Inc. | Colgate-Palmolive | Deloitte Consulting | Dell, Inc. | Diageo | Dow | Emerson | Gap | Google | HP Inc. | Inditex | Intel | Johnson & Johnson | L'Oreal | McDonald's | MilliporeSigma | Nestlé | Nike | Novo Nordisk | PepsiCo | Proctor & Gamble | Starbucks | Unilever | WalMart

Weston Career Center Coaching Process

The Weston Career Center **Career Services Model** reflects the four primary stages you will experience as an MBA student through your partnership with your Career Coach. The Self, Story, Strategy and Journey model is designed to guide you from the early stages in your career search to successfully landing internships and full-time offers in the industries you are passionate about.



Career Notes

Internship Career Search Timeline / Activity Plan

SPRING / SUMMER 1

First Steps Guide:

- Career Leader assessment
- Resume
- Personal introduction
- LinkedIn profile

Conference call/Skype with Career Coach to explore SELF, develop your STORY and prepare for summer/fall career conferences:

- Review Career Leader assessment
- Draft resume and utilize VMock tool to finalize
- Practice personal introduction and get feedback
- Develop LinkedIn profile
- Practice interviews with Career Coach for June career conferences

- Participate in Global Immersion; receive career STRATEGY content; meet with Career Coach to refine STORY and STRATEGY

FALL 1

- Meet with Career Coach weekly to finalize preparation for career conferences/fairs
- Participate in supply chain platform
- Prepare campaign STRATEGY, including identifying your target company list and developing a networking plan

Meet with Career Coach periodically as you begin your JOURNEY phase:

- Schedule practice behavioral interviews
- Conduct extensive case interview prep
- Attend career/interest area conferences
- Develop your target company list
- Attend the WashU Career Fair
- Participate in Olin networking events plus industry treks
- Implement active networking
- Customize resumes and cover letters
- Attend employer info sessions
- Apply for jobs via on-campus or external recruiting
- Interview for jobs and negotiate offers

SPRING 2

- Supply Chain recruiting ramps up
- Continue JOURNEY phase into spring recruiting season if still seeking internship
- Meet with your Career Coach on a regular basis to maintain your momentum
- Continue to expand your network and keep contacts apprised of your progress
- Connect with community experiential learning resources
- Participate in the WashU Spring Career Fair
- Attend on-campus recruiting events
- Report your internship offer and acceptance or rejection in OlinConnect
- Meet with the Office for International Students & Scholars to ensure timely filing for CPT/OPT

SUMMER 2

- Enjoy your internship and remember that a full-time offer may be extended at the end of the summer
- Expand your network through the internship company
- Research full-time career options within the company
- Pursue professional development, time permitting
- Keep in touch with your Career Coach once or twice during the summer
- Work with your Career Coach to develop future prospects in case the full-time offer does not materialize

Contact Us.

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