What can I do with my major?

International Business

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

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](#)

Sample list of Employers who have hired

**Fox School of Business International Business Majors:**

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.