

What Can I Do With a Major in Management?

Sample Occupations: The following listings are occupations you can pursue with a Management Degree. Please note that this list is not exhaustive. There are many careers for which a Management Degree prepares you. *Also note that the occupations that require an advanced degree are also listed.* For help in identifying more information about the occupations listed below, please visit the Career Center at 259 Highsmith Union.

Account Executive	Food Service Manager	Project Director
Administrative Services Director	Fundraiser	Promotions Manager
Bank Examiner	Government Services Administrator	Property Development Officer
Bank Manager	Health Services Administrator	Public Relations Specialist
Benefits Manager	Hotel Manager	Public Utilities Manager
Billing Coordinator	Human Resource Manager/ Planner	Purchasing Agent/Manager
Broker	Industrial Relations Director	Real Estate Agent
Budget Director	Insurance Agent	Reports Analyst
Budgetary Control Analyst	International Business Manager	Restaurant Manager
Business Analyst	Investment Banker	Retail Sales Manager
Buyer	Labor Relations Advisor	Salesperson
Claims Adjuster	Loan Officer	Statistical Analyst
Collections Manager	Management Analyst	Supervisor/Manager of Office Workers
Compensation Manager	Manufacturing Supervisor	Systems Designer
Compliance Manager	Market Researcher	Telecommunications Coordinator
Computer Operations Supervisor	Marketing Manager	Trade Show Coordinator
Construction Supervisor	Media Planner	Trader
Consumer Loan Officer	Merchandise Manager	Training & Development Manager
Convention and Meeting Planner	Mortgage Loan Officer	Travel Agent
Credit Analyst	Occupational Analyst	Treasurer
Employment Analyst	Operations Manager	Underwriter
Energy Auditor	Operations Research Manager	Urban/Regional Planners
Entrepreneur	Payroll Officer	
Financial Analyst	Personnel Recruiter	

Sample Work Settings

Accounting Firms	Healthcare Companies	Retail Stores
Advertising Agencies	Home Offices	Service Industry
Auditing Firms	Hospitals	Small Businesses
Banks	Insurance Companies	State/Local Government
Bookkeeping Firms	Legal Organizations	Statistical Firms
Colleges/Universities	Manufacturing Firms	Tax Preparation Offices
Computer Corporations	Marketing Firms	Test Development Firms
Construction Companies	Merchandising Companies	Transportation Industry
Consulting Groups	Nonprofit Organizations	Travel Industry
Entertainment Industry	Religious Organizations	Utility Companies
Grant Writing Firms	Research Firms	

Government Departments

Central Intelligence Agency	Department Health/Human Services	National Security Agency
Department of Commerce	Department of the Interior	Small Business Administration
Department of Defense	Department of Transportation	U.S. Information Agency
Department of Energy	Internal Revenue Service	Veterans Administration

Professional Organizations

American Bankers Association <http://www.aba.com/default.htm>

Professional Organizations (continued)

American Business Women's Association <http://www.abwa.org>
American Insurance Association <http://www.aiadc.org/>
American Management Association <http://www.amanet.org/index.htm>
American Marketing Association <http://www.marketingpower.com/>
American Society for Training and Development <http://www.astd.org/astd>
Business Professionals of America <http://www.bpa.org>
National Black Business Trade Association <http://www.nbbta.org>
National Management Association <http://www.nma1.org/>
Small Business Administration <http://www.sbaonline.sba.gov/>
Society for Human Resource Management <http://www.shrm.org/>
The Association of Management Consulting Firms <http://www.amcf.org/index.asp>

Internet Resources

Be An Actuary <http://www.beanactuary.org/>
Be an Entrepreneur <http://www.entrepreneur.com/>
E-Commerce Times <http://www.ecommercetimes.com/>
Executive and Management Jobs Page <http://www.nationjob.com/management>
Financial Executives International <http://www.fei.org/>
Financial Job Network <http://www.financialjobnet.com>
Idea Café – The Small Business Gathering Place <http://www.businessownersideacafe.com/>
JobWeb <http://www.jobweb.org/>
Margaret Riley Online Career Guide <http://www.rileyguide.com>
Marketing Hire <http://www.marketinghire.com/>
Pharmaceutical and Medical Sales Opportunities in Europe <http://www.allaboutmedicalsales.com/>
Richard Bolles: What Color is your Parachute? – Job Hunters Bible www.jobhuntersbible.com

UNC Asheville Career Center Resources Helpful to Management Majors

Career Exploration:

100 Best Careers for the 21st Century
50 Best Jobs for your Personality
Advertising Career Directory
Breaking Into Advertising
Business and Finance, Career Directory
Career Choices for the 90's for Students of Business
Careers In Business
College Majors and Careers
Great Jobs For Business Majors
Liberal Arts Jobs
Marketing and Sales, Career Directory
Real People Working in Business
The College Career Bible
The College Majors Handbook
Vault Career Guides: Guide to Consulting, Top 50
Banking Employers, Insurance Employers, Capitol Hill
Careers, Top 50 Consulting Firms, Real Estate
Investment Banking, Investment Management, Case
Interview, Finance Interviews, Corporate America for
Women and Minorities, International Careers,
Venture Capital

Job Search Resources:

2500 Keywords to Get You Hired
Find a Federal Job Fast
Finding your Perfect Work
Job Search Handbook for People with Disabilities
Job Searching Online For Dummies
Professional's Job Finder
Targeting the Job you Want
Ten Steps to a Federal Job
The Top 10 Fears of Job Seekers
Vault Guides: Schmoozing and Resume, Cover Letters,
& Interviewing, and Starting your Own Business
Who's Hiring Who?

Internship Opportunities:

Americas Top 100 Internships
Directory of International Internships
Internship Handbook
Internships with America's Top Companies
The Best 109 Internships
The Internship Bible
The National Directory of Internships
Vault Guide to Top Internships