

BUSINESS MANAGEMENT & BUSINESS ADMINISTRATION CAREERS OVERVIEW



COMMON INDUSTRIES

- Consumer Goods
- Business Services
- Financial Services
- Hospitality
- Insurance
- Sales
- Sports
- Technology

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.
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.
Management	Macy's, Target, Intuit, Enterprise	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	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	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.
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.
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.

ENGAGEMENT OPPORTUNITIES

- Eller Management Association
- Professional Sales Club
- Eller Business Administration Board
- HEAL: Healthcare Focus Group
- Students Consulting for Nonprofit Organizations
- Sports Management Certificate
- Target Innovation Challenge
- Business of Entertainment
- Ellervator Pitch