

# 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	Entrepreneur	Operations Manager
Bank Examiner	Financial Analyst	Payroll Officer
Bank Manager	Fundraiser	Project Director
Benefits Manager	Government Services Administrator	Promotions Manager
Billing Coordinator	Health Services Administrator	Property Development Officer
Broker	Hotel Manager	Public Utilities Manager
Budget Director	Human Resource Planner	Purchasing Agent
Budgetary Control Analyst	Industrial Relations Director	Real Estate Agent
Business Analyst	Insurance Agent	Recruiter
Buyer	International Business Manager	Reports Analyst
Claims Adjuster	Investment Banker	Restaurant Manager
Collections Manager	Labor Relations Advisor	Retail Sales Manager
Compensation Manager	Loan Officer	Salesperson
Compensation Manager	Management Analyst	Statistical Analyst
Computer Operations Supervisor	Manufacturing Supervisor	Systems Designer
Construction Supervisor	Market Researcher	Telecommunications Coordinator
Consumer Loan Officer	Media Planner	Trade Show Coordinator
Convention and Meeting Planner	Merchandise Manager	Trader
Cost Accountant	Mortgage Loan Officer	Travel Agent
Credit Analyst	Occupational Analyst	Treasurer
Employment Analyst	Operations Manager	Underwriter

## **Sample Work Settings**

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

## **Government Departments**

Central Intelligence Agency	Department of Health and Human Services	Internal Revenue Service
Department of Commerce	Department of the Interior	National Security Agency
Department of Defense	Department of Transportation	US Information Agency
Department of Energy		Veterans Administration

## **Professional Organizations**

American Bankers Association	<a href="http://www.aba.com/default.htm">http://www.aba.com/default.htm</a>
American Businesspersons Association	<a href="http://www.aba-assn.com/">http://www.aba-assn.com/</a>
American Business Women's Association	<a href="http://www.abwa.org">http://www.abwa.org</a>
American Insurance Association	<a href="http://www.aiadc.org/AIAdotNet/">http://www.aiadc.org/AIAdotNet/</a>
American Management Association	<a href="http://www.amanet.org/index.htm">http://www.amanet.org/index.htm</a>

## **Professional Organizations (continued)**

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 [www.jobweb.org](http://www.jobweb.org)  
Margaret Riley Online Career Guide [www.rileyguide.com](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](http://www.jobhuntersbible.com)  
UNCA Career Center Postings <https://unca-csm.symplicity.com/students/>  
UNCA Management and Accountancy Departments <http://www.unca.edu/mgmtacct>  
Vault Online Career Library [www.vault.com/cb/careerlib/careerlib\\_main.jsp?parrefer=1051](http://www.vault.com/cb/careerlib/careerlib_main.jsp?parrefer=1051)  
Websites Related to UNCA Major <http://www.unca.edu/career/majorslinks.html>

## **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