

A growing number of foreign and U. S. companies transact a significant and continually expanding portion of their business through international channels. More and more businesses have to go abroad to find new markets as domestic markets mature. Even those corporations conducting business strictly in this country have to compete with foreign imports. As a result, major corporations that are taking advantage of international opportunities have a competitive edge (Terry College of Business, UGA, 2002). One out of every four new jobs created in the U.S. is tied to international business.

More than 2 million new career opportunities have emerged as a result of international commerce in recent years - a trend that continues to prevail (Andreas School of Business, BU, 2002). Employment can be found in such areas as retailing, banking, finance, insurance, advertising, construction, education, manufacturing, health, transportation, utilities, hotels and restaurants.

According to the International Business Institute, University of Toledo (2000), examples of entry-level positions include: **Research Analyst/Staff Consultant** which requires the ability to interact with decision-makers by providing background data on new business opportunities (foreign environmental screening and international market research). **International Trade Documentation Specialist** or **Global Sourcing Specialist** who locates sources of supplies (components, raw materials) and prepares import or export documents for transportation intermediary companies such as freight forwarders or customs-house brokers, and for commercial banks to ensure compliance with U.S. and foreign government regulations.

A **Marketing Representative** is typically oriented to the generation of sales for manufacturers or service companies, the development of relationships with agents, dealers, distributors, licensees and/or strategic alliance partner firms in other countries. **International Finance Officer** or **Currency Dealer** deals with foreign exchange, export and import financing, trade documents, and helps companies fund global activities. An **International Human Resource Management** or **Training Consultant** is involved in preparing managers for an overseas assignment: recruiting, training, compensation, assessing living conditions.

Transfer Information:

- A Bachelor's degree is entry-level into many of these professions and a Master's degree or higher may be required for some.

Additional Information:

- Abroad View Magazine: www.abroadviewmagazine.com
- International Business Forum: www.ibf.com
- International Business Resource Desk: <http://globaledge.msu.edu/resou>
- International Affairs Resources: www.etown.edu/vl
- The Leading Source for International Jobs: www.overseasjobs.com

