OCCUPATIONAL OVERVIEW:
As we move more towards a global economy, knowledge and skills in international business are increasingly in demand. According to the Primer for Careers in International Management (2013) published by UNM’s Anderson School of Management (ASM), those who are considering a career in international management must have, among other qualities, “a healthy intellectual curiosity and an ability to be constantly critical of [one’s] own worldview” and “become increasingly comfortable with adaptability”. Many students are interested in careers in international management because of the exciting travel opportunities they provide, as well as the variety of positions in both the public and private sectors they have access to. Whether working for a federal agency or a multinational corporation or with international clients for a domestic firm, developing cultural sensitivity and appreciating diversity are important qualifications to bring to the table. Mastering a second language is also valuable. According to the ASM website (2013), students who study international management learn “all of the basic business concepts and then focus on international finance, sales and marketing”, giving them a solid foundation for working abroad.

EMPLOYMENT REQUIREMENTS:
According to the ASM website, “in general, international management positions require at least a four-year degree in the area of interest. On the whole, however, employers tend to prefer graduate study in management or a related field”. In addition, the website recommends that students consider adding the following skills to their list of qualifications: risk management; systems analysis; resource management; economic analysis; negotiations; and languages and cultural studies.

THE UNIVERSITY OF NEW MEXICO:
The Anderson School of Management at the University of New Mexico offers both Bachelor’s and Master’s degrees in Business Administration with an International Management focus. For more information about these programs, please see the UNM Anderson School of Management website.

INDUSTRIES & TARGET EMPLOYERS:
A variety of employers specifically recruit UNM students and alumni. Consult UNM’s Lobo Career Connection for a complete list of employers and current job postings. Speak with a Career Development Facilitator at the UNM Office of Career Services for help with identifying employers or additional resources for your occupation of choice.

- Domestic and foreign corporations
- Multinational service firms
- Global small and medium enterprises
- Domestic and foreign financial institutions
- International marketing firms
- International real estate firms
- International trade firms
- Contracting and consulting firms
- Convention and visitors’ bureaus
- International airlines
- Transportation, travel, and hospitality industry:
  - Lodging: hotels/motels, resorts, bed and breakfasts, timeshares, RV parks, and campgrounds
  - Restaurants, dining clubs, taverns, and fast food operators
  - Food service providers: catering companies, schools, universities, hospitals, and military
  - Amusement centers and theme parks
  - Historical, cultural, and natural attractions
  - Special event and festival organizations
  - Conference centers and banquet facilities
  - Entertainment industry: casinos, theaters, arenas, and stadiums
  - Leisure organizations: sporting clubs, recreation centers, fitness facilities, and country clubs
  - Ecotourism companies and outdoor outfitters
  - Property management companies
SUGGESTED STRATEGIES:

- Gain professional experience in your area of interest through involvement in internships, student employment, Co-ops, and/or volunteer opportunities. Internship opportunities are listed on the Anderson Career Services website and are also sent out through the concentration list-servs.
- Shadow professionals in your field of interest to gain a better understanding of their occupation and to build relationships with professional mentors.
- Take advantage of the many networking opportunities sponsored by Anderson Career Services.
- Get involved on campus through student organizations and campus events. Find organizations and events at the Student Activities Center website.
- Attend career-related campus events such as career fairs, company information sessions, and or career workshops.
- Students who are interested in graduate school should maintain a high undergraduate GPA and develop relationships with faculty and community leaders.
- Speak with mentors and faculty about career opportunities.
- Additional information can be found on your department’s website, list-servs, newsletters, and social media sites.

INFORMATIONAL WEBSITES:

- International Management Centres Association http://www.i-m-c.org
- Partnership in International Management http://www.pimnetwork.org
- US Department of State http://www.state.gov/
- International Trade Administration http://ita.doc.gov/
- International Chamber of Commerce http://www.iccwbo.org/
- O*NET Online http://onetonline.org

REFERENCES:

University of New Mexico, Anderson School of Management (2013). Retrieved from http://www.mgt.unm.edu/