The face of business is always changing. Not only are conditions changing within our own nation’s borders, but also in other countries. For young professionals entering the workplace, a growing knowledge of foreign affairs is becoming more and more crucial. For marketers, what is popular in the U.S. is quite different from that in Spain or Japan. For financiers, working with conversions from dollars to Euros is necessary in many instances.

The International Business Department at Saint Joseph's offers both major and minor courses in international marketing, finance and management, as well as a capstone course in global strategic planning. The design of the international business (IB) program at SJU is interdisciplinary in nature. Students enroll in a variety of courses exploring the international dimensions of business, as well as other courses in the College of Arts and Sciences that enhance knowledge about other countries and cultures. In addition, students are encouraged to study abroad or participate in a study tour to gain direct exposure to an international experience. This versatile major can be paired with minors in foreign languages, international relations, economics or any other disciplines that will provide a well-rounded experience.

Graduates of the international business major find employment opportunities with multinational corporations, international financial institutions or with other organizations exposed to the international environment. Students may have the opportunity to participate in overseas assignments after a few years with a company, assuming they have acquired the more specialized skills needed by the company in its foreign operations. After completing the IB major students may also pursue a graduate degree, including the master of international marketing program at SJU or other graduate programs in a wide range of fields.

**LEARN MORE ABOUT THE INTERNATIONAL BUSINESS MAJOR:**

- Visit the International Business Program’s website: [http://www.sju.edu/int/academics/hsb/ib/index.html](http://www.sju.edu/int/academics/hsb/ib/index.html)
- Visit the Haub School of Business Leahy Advising Center, located in Mandeville 289
- Contact the International Business Program to schedule a meeting with a faculty member by calling 610-660-1630
- Speak with current students in the major
- Schedule an appointment with the Career Development Center by calling 610-660-3100

**WHAT CAN I DO WITH A MAJOR IN INTERNATIONAL BUSINESS?**

Whatever you put your mind to! You can learn much more at [www.onetonline.org](http://www.onetonline.org). Following are descriptions of just a few of the careers you might pursue:

**Business Intelligence Analyst:** Produces financial and market intelligence by querying data repositories and generating periodic reports. Devises methods for identifying data patterns and trends in available information sources.

**Customs Broker:** Prepares customs documentation and ensures that shipments meet all applicable laws to facilitate the import and export of goods. Determines and tracks duties and taxes payable and processes payments on behalf of client.
**Logistics Manager:** Plans, directs, or coordinates purchasing, warehousing, distribution, forecasting, customer service, or planning services. Manages logistics personnel and logistics systems and directs daily operations.

**Market Research Analyst:** Researches market conditions in local, regional, or national areas to determine potential sales of a product or service. May gather information on competitors, prices, sales, and methods of marketing and distribution. May use survey results to create a marketing campaign based on regional preferences and buying habits.

**HOW CAN I ENGAGE MY INTEREST IN INTERNATIONAL BUSINESS OUTSIDE THE CLASSROOM?**

There are so many opportunities to get involved at Saint Joseph’s University – and to develop experience in your major while doing so! Here are just a few:

- International Business Society
- Cooperative Education Program
- Delta Sigma Pi
- Internship Program
- Study Abroad
- International Study Tour

**OUTCOMES – A CLOSER LOOK AT SJU GRADUATES WITH DEGREES IN INTERNATIONAL BUSINESS:**

As depicted in the chart below, the majority of new graduates have started their careers in the consumer products and financial services fields. Many others have selected a variety of industries. (Data from Saint Joseph’s University Career Development Center’s Post-Graduation Survey, 2008 – 2012.)

*Other industries include: Consulting Services; Entertainment/Sports/Recreation/Hospitality; Law Enforcement/Military; Marketing/Sales; Not-for-Profit; Transportation/Shipping/Logistics

Here is a sampling of positions our graduates have accepted:

- Account Coordinator
- Account Executive
- Accountant
- Assistant Director, Community Center
- Business Analyst
- English Teacher
- Financial Analyst
- Global Analyst
- Guest Service Team Leader
- Management Development Associate
- Marketing Coordinator
- Medical Claims Analyst
- Merchandising Associate
- Operations Analyst
- Operations Control Officer
- Relationship Manager
- Retail Sales Representative
- Risk Analyst
- Sales Agent
- Supply Chain Specialist
- Technical Recruiter
Organizations that have hired our graduates include:

AmeriHealth
BGC International (London)
BrooksSource
Daymon Worldwide
GBI Research
Helix
IKEA
Jesuit Volunteer Corps
JP Morgan
Kreischer Miller
Macy’s
Medical Care of Western New York
Montgomery Communications
Morgan Stanley
Nanjing University
New York Life Insurance

Peace Corps
Reckitt Benckiser
Sallie Mae
SAP
Target Corporation
United States Air Force
United States Tennis Association

Some of the graduate schools in which our students have continued their education, in programs including Business, Law and Technology:

Drexel University
Saint Joseph’s University


<table>
<thead>
<tr>
<th>Graduation Years</th>
<th># of Respondents</th>
<th>Average Salary</th>
<th>Average Bonus</th>
<th># of Bonuses</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008 - 2012</td>
<td>15</td>
<td>$46,400</td>
<td>$5,400</td>
<td>2</td>
</tr>
</tbody>
</table>
GETTING THE JOB – SAMPLE INTERNATIONAL BUSINESS MAJOR RESUME:

First Last  
1000 Woodbine Avenue, Philadelphia, PA 19131  
firstlastname@email.com ****-****-****

Education  
Saint Joseph’s University, Philadelphia, PA  
Bachelor of Science in Business Administration, May 2014  
Major: International Business  
Minor: Spanish

Universidad Alberto Hurtado, Santiago, Chile  
International Business Law Summer Program, Summer 2013

Internship Experience  
Sunoco Inc., (R&M), Philadelphia, PA Commodity Specialist Intern  
May 2013-August 2013  
- Designed and issued RFPs; reviewed and analyzed proposals; led bid meetings, worked on bid teams with business unit to acquire commodities by using the competitive bid process.

Merrill Lynch, Bala Cynwyd, PA, Summer Intern  
June 2012-August 2012  
- Designed client portfolio reports; researched mutual funds and created a master mutual funds Matrix; and rated mutual funds using Morningstar.

Additional Experience  
Macy’s, Springfield, PA Sales Associate  
September 2011 – present  
- Assisted customers with merchandise selections, providing knowledgeable and friendly customer service and developing communication and interpersonal skills
- Developed understanding of financial operations through cash register and sales transaction reconciliations

Activities  
Delta Sigma Pi Professional Business Fraternity, Brother, Initiation Committee  
Spring 2012 – present
Saint Joseph’s University Women’s Rowing Team, Division I Team Member  
Fall 2012 – present

FURTHER ASSISTANCE WITH YOUR MAJOR AND CAREER OPTIONS:  
The Career Development Center can help you with the process of choosing a major and exploring your career options. For assistance, please call 610-660-3100 to schedule an appointment to meet with a Career Counselor.