

# SUPPLY CHAIN MANAGEMENT AND GLOBAL BUSINESS CAREERS



**Lincoln  
University**

*Te Whare Wanaka o Aoraki*  
AOTEAROA • NEW ZEALAND

New Zealand's specialist land-based university



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## WHAT ARE SUPPLY CHAIN MANAGEMENT AND GLOBAL BUSINESS?

Supply chain management examines how businesses all over the world manage materials, information, and financial flows through their supply chain from point of production to point of consumption. It tailors the management of the processes and systems involved in the development, manufacture, storage, and ultimate delivery of products to consumers. The broad commercial base of the supply chain management degree gives graduates a sound knowledge of the principles of supply chain networks and real skills which are transferable across any industry.

Commercial businesses and organisations are increasingly operating in global markets - indeed, are often very dependent on international markets for things such as technology, raw materials and customers. Supply chain professionals systematically monitor every aspect of the supply chain from design and manufacture, through to point of sale. This end-to-end process increases the efficiency and ultimately minimises system-wide costs to ensure ongoing viability for businesses operating in the global market<sup>1</sup>. The Lincoln University degree addresses aspects up and down the supply chain, and as a result graduates have a good reputation with employers and are considered highly employable.

<sup>1</sup>Waters, D., & Rinsler, S. (2014). Global logistics: New directions in supply chain management. Kogan Page Publishers.

## SUPPLY CHAIN MANAGEMENT IN NEW ZEALAND AND THE WORLD

Businesses in all types of industries are paying more attention to the design and management of their supply chain and logistics processes. With increased worldwide connectedness and use of the internet to conduct business operations, supply chains are increasingly global in nature. The future of supply chain management lies in acknowledging the global marketplace, working collaboratively, applying appropriate technology, and in monitoring and re-engineering processes to meet developing commercial and consumer needs<sup>2</sup>.

Because of the current emphasis on supply chains, career prospects in global business are good. For businesses to remain competitive, supply chains are expected to maximise value at every point, as well as addressing ethical, environmental, and sustainability concerns. This requires qualified and innovative professionals with the ability to think creatively about how processes and operations might be designed and streamlined.

Career opportunities are diverse in the sector. If competency is demonstrated in entry-level or internship roles, career progression can occur rapidly via promotion. Alternatively, post-graduate study can give graduates a head-start in the employment market. Post-graduate study offers students the option to complement their degree with specialisation in an area of interest to them, for example, supply chain networks, food supply chains, logistics and operations.



<sup>2</sup> Li, L. (2014). *Managing supply chain and logistics: Competitive strategy for a sustainable future*. New Jersey: World Scientific Books.

<sup>3</sup> <http://www.victoria.ac.nz/vbs/about/news/news-archives/2015-news/survey-reveals-employers-wish-list-of-skills/2015-employability-skills-survey-executive-summary.pdf>

<sup>4</sup> [https://www.seek.co.nz/b/32207151?pos=4&type=standout&engineConfig=&userqueryid=101554070806953149&tier=no\\_tier&whereid=3001](https://www.seek.co.nz/b/32207151?pos=4&type=standout&engineConfig=&userqueryid=101554070806953149&tier=no_tier&whereid=3001)

## SKILLS AND KNOWLEDGE DEVELOPED BY STUDYING SUPPLY CHAIN MANAGEMENT

Commerce graduates who have specialised in supply chain management and global business develop in-depth knowledge of value chains throughout the global economy. This knowledge can be applied in any number of workplaces and is the foundation upon which industry-specific knowledge can be built. For example, Lincoln University has formed a special relationship with the world's second largest logistics company- Kuehne + Nagel Ltd., who have offered graduates internships and a foot in the door to a long term career in supply chain management.

Employers seek well-rounded, engaged graduates with a strong work ethic<sup>3</sup>. As in any sector, employers value those with a professional attitude. This includes good communication (including the ability to communicate to groups, as well as effective interpersonal and written communication), honesty, self-motivation, initiative, time management, and flexibility. The importance of these basic skills cannot be underestimated, even in voluntary or internship roles, as future job opportunities often arise from a good reputation and a varied network of contacts.

The following skills and knowledge are valued in supply chain management roles<sup>4</sup>:

In-depth knowledge of supply chains
Decisiveness and decision-making skills
Relationship building skills
Negotiation
Analytical thinking
High attention to detail
Report writing
Time/stress management
Business trend and forecasting knowledge
Innovative thinking
Numerical and quantitative skills
People management
Leadership
Strategic planning
Strong IT skills
Problem-solving skills
Solution-focussed attitude
Ability to work well under pressure
Resilience
Business and e-commerce operational knowledge
Multi-tasking abilities
The ability to apply financial concepts and principles

## WHERE CAN SUPPLY CHAIN MANAGEMENT AND GLOBAL BUSINESS GRADUATES FIND WORK?

Graduates take their knowledge of global commerce and apply it across a range of private and public sector organisations worldwide. The types of workplaces range from local businesses servicing local clients, to large multinational businesses or organisations with large and complex supply chains requiring attention to thousands of suppliers and customers.

Logistics, procurement, production and transportation are popular entry points for those seeking supply chain management careers. The Defence forces and multinational humanitarian organisations offer a similar range of roles, with the combined options from the private and public sector giving graduates the option to work virtually anywhere in the world.

Places of employment for supply chain management graduates include:

- Logistics/3PL Logistics/Freight Forwarders: including transportation, warehousing and freight organisations (e.g., Kuehne + Nagel Ltd., DHL Supply Chain (NZ) Ltd., Mainfreight, Maxwell Warehousing, OnLine Distribution Ltd.), Cameron Freight, Compass Shipping)
- New Zealand private sector organisations (e.g., Progressive Enterprises, Repco, Carter Holt Harvey, Scales Corporation, K9 Natural)
- Multinational private sector organisations (e.g., Brenntag Australia Pty Ltd., Fonterra, ECOLAB, Agility Logistics (NZ), Siemens, Linfox Ltd.)
- Public sector/ education organisations (e.g., Lincoln University, Defence Forces, Ministry of Business, Innovation and Employment, Auckland University of Technology (AUT))
- Specialised recruitment organisations (e.g., Neville-Percival Ltd., Hudson (Supply Chain and Procurement), Tribe (NZ) Ltd., Lawson Supply Chain, Green Light Recruitment)
- Consultancy firms (e.g., Momentum Consulting Group, Deloitte)
- International humanitarian organisations/ non-governmental organisations (NGOs) (e.g., World Vision, International Federation of the Red Cross (IFRC), World Food Program (WFP), United Nations Children's Fund (UNICEF))

## SUPPLY CHAIN MANAGEMENT JOB TITLES

People who have specialised in supply chain management and global business go on to a wide variety of jobs in commerce, both in New Zealand and around the world. Most graduates aspire to supply chain management, or operations analyst roles. These roles are achievable current

high demand, as well as because of the rapid promotion pathways this sector provides for those willing to get their start in an associated role.

Roles are with local, national, international and multinational companies, government and non-government organisations. Such roles include:

Account / Client Manager
Buyer (Junior/ Senior)
Commercial Graduate – Supply Chain
Demand & Customer Supply Chain Manager
Director of Purchasing
Dispatch Administrator – Supply Chain
Distribution Clerk
Distribution Supervisor – Supply Chain
Freight Manager
Humanitarian Logistician
Integrated Programmes Director
International Logistics Manager
Inventory Control Manager
Inventory & Purchasing Manager
Logistics Coordinator
Logistics Manager
Materials Manager
Operations Manager – Freight and Logistics
Procurement Officer - New Zealand Army
Procurement/ Supply Chain Officer
Production Manager
Purchasing Officer
Recruitment
Seafreight Trade Analyst
Senior Business Analyst - Supply Chain Management
Supply Chain Consultant
Supply Chain Graduate Position
Supply Chain Manager
Supply Chain Operations Analyst
Supply Chain Planner
Supply Chain Supervisor
Supply Chain Specialist
Supply Technician - New Zealand Army
Systems Support Manager
Trade Analyst
Transportation Manager
Warehousing & Logistics Coordinator
Warehouse Manager/ Buyer

## PAY RATE INDICATIONS: FULL TIME EQUIVALENT (FTE) \$NZ PER ANNUM)<sup>5</sup>

Most starting salaries for graduates of bachelor degrees fall between 40,000 - 55,000. Entry level jobs are stepping stones to roles with increased responsibilities and remuneration. Your employability is enhanced by all of your life experiences, be they employment related, or the transferrable skills and competencies gained from community involvement, volunteer work, or previous work or study- all of which can grow competency, expand networks, and demonstrate enthusiasm to future employers.

Job Title	Indicative Pay
Supply Chain Manager	89,642 - 121,598
Supply Chain Consultant	100,000+
Procurement Officer	60,000 - 88,000
Procurement Manager	87,000 - 150,000
Purchasing Officer/ Buyer	42,000 - 131,000
Global Sourcing Manager	84,000 - 175,000
Distribution Clerk	32,720 - 58,540
Defence Forces Logistics Specialist- Recruit	From 32,403
Air Force Logistics Specialist- Sergeant	From 78,592
Academic Lecturer	41,424 - 70,544
Academic Professor	85,000 - 92,834
Logistics (Graduate)	45,000 - 49,999
Logistics Specialist	50,000 - 59,999
Logistics Manager	60,000 - 65,000
Logistics Field Manager	70,000 - 90,000

## SUPPLY CHAIN MANAGEMENT TASKS

The following table includes the types of tasks that supply chain managers might undertake.

Analyse operational data
Implement sales and operations planning systems
Process KPI (Key Performance Indicator) reports
Develop close working relationships with customers externally and internally
Increase efficiency of operations
Coach and mentor staff
Analyse financial data
Ensure orders are delivered in a timely fashion
Monitor firm's financial performance
Liaise and negotiate with external suppliers
Reduce waste in systems
Oversee and manage stock levels
Negotiate procurement contracts globally

Job tasks are role-specific, so the above is an indication only. For more information on roles, registered Lincoln University students can search Lincoln CareerHub (including expired jobs) for job titles similar to those they are interested in. Job descriptions, including tasks and skills required, are often available.



<sup>5</sup> <https://careerhub.lincoln.ac.nz>; [www.seek.co.nz](http://www.seek.co.nz); [www.payscale.com](http://www.payscale.com); <http://www.defencecareers.mil.nz>

## GRADUATE PROFILES



### ELIZABETH HAYMAN

*Bachelor of Commerce, Supply Chain Management and Global Business major, Master of Business in Global Management and Marketing  
Seafreight Trade Analyst U.S. Exports, Kuehne + Nagel, NY*



### MIKE WILSON

*Bachelor of Commerce, Supply Chain and Global Business major  
Head of Operations, K9 Natural*

## INDUSTRY BODIES

Membership of an industry specific body enhances the professional status of students and employees. By joining a professional body, members can research career options, access training and events, and network and collaborate with industry colleagues at all levels. In many supply chain roles, membership to a professional body is compulsory.

Examples of supply chain management industry bodies include:

Chartered Institute of Procurement and Supply

[www.cips.org](http://www.cips.org)

Chartered Institute of Logistics and Transport

[www.cilt.co.nz](http://www.cilt.co.nz)

Council of Supply Chain Management Professionals

[www.cscmp.org](http://www.cscmp.org)

Institute for Supply Management

[www.instituteforsupplymanagement.org](http://www.instituteforsupplymanagement.org)

Institute of Management New Zealand

[www.imnz.net.nz](http://www.imnz.net.nz)

Institute of Directors

[www.iod.org.nz](http://www.iod.org.nz)

Road Transport Association New Zealand

[www.rtanz.co.nz](http://www.rtanz.co.nz)

Canterbury Employers' Chamber of Commerce

[www.cecc.org.nz](http://www.cecc.org.nz)



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