Modern supply chain management includes not only the process of reducing costs through greater operational efficiency, but also involves the alignment of end-to-end business processes to create additional market and economic value by adopting initiatives to bring suppliers and customers into collaborative relationships for mutual gain.

**Key Findings**

As globalization continues to expand, supply chain management strategies and occupations are taking on new roles and responsibilities which extend past simply finding low-cost strategies.

These occupations require significant communication skills to properly coordinate activities.

Orange County’s unique geographic location between major shipping ports, rail lines, and freeway systems provides an attractive landscape for many occupations associated with this field.

**Most Important Tasks and Duties**

1. **Maintain and develop positive business relationships with a customer’s key personnel involved in a logistics activity.**
2. **Develop an understanding of customers’ needs and take actions to ensure that such needs are met.**
3. **Direct availability and allocation of materials, suppliers, and finished products.**
4. **Collaborate with other departments as necessary to meet customer requirements, to take advantage of sales opportunities.**
5. **Review logistics performance with customers against targets, benchmarks, and service agreements.**

**Key Traits**

- Critical Thinking
- Analytical Thinking
- Dependability
- Cooperation
- Integrity
- Attention to Detail
- Transportation Principles
- Internal & External Communication
- Customer & Personal Service

**Top Skill Sets**

- Critical Thinking
- Active Listening
- Complex Problem Solving
- Monitoring
- Reading Comprehension
- Writing

**Employment Overview**

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<th>Logisticians</th>
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**Relational Coursework**

- Contract Management Certificate Program
- Project Management Certificate Program
- Legal Risk Management Certificate Program
- Strategic Leadership Development Certificate Program
- Organizational Leadership & Communication Certificate Program

*Bright Outlook* - occupations are expected to grow rapidly in the next decade, will have large numbers of job openings, or are new/emerging occupations according to the U.S. Department of Labor.