

## What Can I Do With a Major In...

### **Major: Merchandising**

<https://mdr.unt.edu/>

#### ***What is Merchandising?***

<http://mdr.unt.edu/content/merchandising>

Are you interested in fashion, home furnishings or retail? Are you interested in online retail? Do you want a career with international opportunities in fashion- and retail-related industries? Merchandising encompasses the planning, developing, presenting and selling of products in consumer-driven markets. A bachelor's degree can help prepare you for many positions, including:

- Buyer for retail brand
- Product Developer
- Store Analyst
- Visual Merchandiser
- Store Management
- Merchandise Planner
- Brand Manager
- Product Manager
- Showroom Manager

Graduates have worked as merchandisers for companies such as Fossil, J.C. Penney, Havertys, Neiman Marcus, Nordstrom, Target, Tuesday Morning and Zale Corp.

#### ***Your Future in Merchandising***

<https://www.unt.edu/pais/insert/umdse.htm>

We teach you to critically analyze merchandising strategies relating to the development, distribution, evaluation and use of fashion-oriented products. The curriculum is developed in consultation with leaders of the Dallas-Fort Worth retail industry to meet the profession's needs.

Our new Merchant Development Program provides you with enriched opportunities inside and outside the classroom that are designed to:

- Enhance your academic foundation
- Develop a personal awareness of ethical and financial responsibilities
- Refine demonstrated talent

The Executive-in-Residence program brings merchandising executives to our college for lectures and meetings with students. Recruiters also frequently visit the campus to provide additional insights about career opportunities.

**Related Career Titles (with OnetOnline links)**

**Entry-Level (Bachelor's Degree):**

Advertising Coordinator

[Assistant Buyer](#)

Boutique Owner

Brand Manager

Category Manager

Consultant

Customer Service Representative

Department Manager

[Event Planner](#)

Executive Trainee

Fashion Director

Fashion Merchandiser

Fashion Writer

Global Sourcing

Importing and Exporting Agent

Merchandise Manager

Merchandising Analyst

Merchandising Researcher

Planning and Allocation

Product Development Manager

[Promotions Manager](#)

[Purchasing Manager](#)

[Quality Control Analyst](#)

Sales Forecaster

[Sales Representative](#)

Showroom Coordinator

Showroom Manager

Sourcing Specialist

Special Event Coordinator

[Stock Clerk](#)

Stylist

Trend Analyst

[Visual Merchandiser](#)

**Jobs Requiring Additional Education or Experience:**

Advertising

Banking

Buyer

E-commerce

Fashion Designer

Finance

Insurance Agent

Interior Designer

Market Researcher

Marketing Assistant

Real Estate Agent

Regional Manager

Store Manager

Store Owner

*Also see **What Can I Do With a Major In Digital Retailing** and  
**What Can I Do With a Major In Home Furnishings Merchandising** for more career possibilities*

**Related Work Sites**

Advertising Agencies

Apparel Wholesale Firms

Building Materials Stores

Call Centers

Clothing Stores

Consumer Product Companies

Department Stores

Design Firms

Discount Stores

Electronics Stores

Financial Companies

Furniture Stores

Grocery Stores

Home Furnishings Stores

Home Shopping Networks  
Independent Retailers  
Insurance Companies  
Internet Marketing Companies  
Manufacturing Companies  
Mass Merchants  
Media Organizations  
Networking Abilities

Non-profit Organizations  
Online Retailers  
Print and Electronic Media Outlets  
Privately Owned Establishments  
Retail Corporate Offices  
Retail Stores  
Sporting Goods Stores  
Telemarketing

***Skills to Develop to Include on a Resume***

Active listening  
Advertising and Promotions experience  
Analytical thinking  
Attention to detail  
Budget and fiscal management  
Compare products, prices, and markets  
Competitive drive  
Creative problem solving  
Customer Service foundation  
Decisiveness  
Demonstrate enthusiasm  
Forecasting Skills  
Independence  
Initiative  
Interpersonal skills  
Knowledge of consumer preferences  
Knowledge of languages, customs, cultures  
Leadership  
Marketing skills  
Negotiating skills

Networking Abilities  
Organizational skills  
Patience and perseverance  
Persuasiveness  
Planning projects  
Presenting information  
Public speaking  
Quick decision making  
Sales/Retail Experience  
Stress management  
Strong computer knowledge  
Supervisory Skills  
Teamwork  
Willingness to travel/relocate  
Willing to work weekends, holidays,  
evenings,  
and long or unusual hours  
Work well under pressure  
Work well with different types of people  
Written and oral communication skills

***Exploring Careers in Merchandising***

Apparel Search: <http://www.apparesearch.com/>  
Career Overview: <http://www.careeroverview.com/retail-marketing-careers.html>  
Fashion Career Advice: [http://www.fashioncareercenter.com/career\\_advice.html](http://www.fashioncareercenter.com/career_advice.html)  
Fashion Careers: <http://www.fashioncareerstips.com/>  
Infomat: <http://www.infomat.com/>  
Internet Retailer: <http://www.internetretailer.com/hot100/list/mass-merchants/>  
National Retail Federation:  
<https://nrf.com/who-we-are/retail-communities/digital-retail-shoporg>

Retail Wire: <http://www.retailwire.com/>

Study.com:

[http://study.com/articles/Career Information for a Degree in Merchandising Marketing Sales and Distribution.html](http://study.com/articles/Career_Information_for_a_Degree_in_Merchandising_Marketing_Sales_and_Distribution.html)

This is Retail: <https://nrf.com/who-we-are/this-is-retail>

### ***Professional Associations***

American Apparel and Footwear Association: <https://www.wewear.org/>

Dallas/Fort Worth Retail Executives Association: <http://www.dfwrea.org/>

International Textile and Apparel Association: <http://itaaonline.org/>

National Retail Federation: <https://nrf.com/>

Professional Retail Store Maintenance Association: <http://www.prsm.com/>

Retail Industry Leaders Association: <http://www.rila.org/Pages/default.aspx>

United Association Manufacturers' Representatives: <http://www.uamr.com/>

World Alliance for Retail Excellence & Standards: <http://www.retailworldalliance.com/>

### ***Student Organizations***

CMHT Ambassadors: <http://cmht.unt.edu/ambassadors>

CMHT International: <http://cmht.unt.edu/international-org>

CMHT Living and Learning Community: <http://cmht.unt.edu/living-and-learning-community>

Merchandising Inc.: <http://www.merchandisingincorporated.com/>

NRF Student Association: <https://mdr.unt.edu/content/student-organizations>

UNT Student Organizations: <http://studentaffairs.unt.edu/student-organizations>

### ***Job Search Links***

All Retail Jobs: <http://www.allretailjobs.com/>

Anderson Merchandisers: <http://amerch.com/careers/careers-at-anderson/>

Eagle Careers: [studentaffairs.unt.edu/eagle-careers](http://studentaffairs.unt.edu/eagle-careers)

Fashion Jobs: <http://us.fashionjobs.com/world/#r>

Fashion Net: <http://www.fashion.net/jobs/>

Lawrence Merchandising Services: <http://www.lmsvc.com/careers/>

Merchandising Jobs: <http://merchandising.jobs.net/>

Quest Merchandiser: [http://questmerchandiser.no-ip.org:8045/asp/ICS\\_QM/Default.aspx](http://questmerchandiser.no-ip.org:8045/asp/ICS_QM/Default.aspx)

Retail Jobs: <http://www.job-applications.com/retail-jobs/>

Retail Merchandising Services:

<https://www.rmservicing.com/become-a-retail-merchandiser.aspx>

Style Careers: <http://www.stylecareers.com/>

UNT Merchandising: <http://mdr.unt.edu/content/job-postings>

Work in Retail: <http://www.workinretail.com/>

### ***Internship Search Links***

America's Job Exchange: <http://www.americasjobexchange.com/>  
Career Rookie: <http://www.careerrookie.com/>  
College Grad: <https://collegegrad.com/>  
Eagle Careers: <http://studentaffairs.unt.edu/eagle-careers>  
Indeed: <http://www.indeed.com/>  
InternJobs: <http://internjobs.com/>  
Internships: <http://www.internships.com/>  
Jobing: <http://www.jobing.com/>  
Jobs Flag: <http://www.jobsflag.com/>  
Jobs Radar: <http://www.jobsradar.com/>  
Link Up: <http://www.linkup.com/>  
LinkedIn: [https://www.linkedin.com/jobs/?trk=hb\\_ft\\_jobs](https://www.linkedin.com/jobs/?trk=hb_ft_jobs)  
Zip Recruiter: <https://www.ziprecruiter.com/>

*Please do not forget to search job postings on each company's individual website.*

### ***Find a Mentor***

LinkedIn: <https://www.linkedin.com/>

### ***Additional Resources***

Bankrate Cost of Living Calculator: <http://www.bankrate.com/calculators/savings/moving-cost-of-living-calculator.aspx>  
CareerHMO: <http://careerhmo.com/>  
CareerOneStop: <http://www.careeronestop.org/>  
CareeRealism: <http://www.careerealism.com/>  
CollegeGrad: <http://www.collegegrad.com/jobs>  
GlassDoor: <http://www.glassdoor.com/index.htm>  
Going Global: <http://online.goingglobal.com/default.aspx>  
LinkedIn: <http://university.linkedin.com/linkedin-for-students.html>  
mySkills myFuture: <http://www.myskillsmyfuture.org/>  
Salary Calculator Center: [www.jobsearchintelligence.com/salary-calculator-intro/-etc](http://www.jobsearchintelligence.com/salary-calculator-intro/-etc)  
Occupational Outlook Handbook: <http://www.bls.gov/ooh/>  
O\*NET OnLine: <http://www.onetonline.org/>  
PayScale Salary Survey: <http://www.payscale.com/wizards/choose.aspx>  
Sperring's Compare Cost of Living: <http://www.bestplaces.net/cost-of-living/>

**Need help figuring all this out? Call the Career Center and make an appointment with your Career Development Specialist! You can also get help with resume and cover letter writing and interview skills preparation.**

*\*Information for this handout compiled from the following Career Services Departments:*

*Central Washington University: <http://www.cwu.edu/career/>*

*Indiana University-Purdue University Fort Wayne: <http://www.ipfw.edu/offices/career/>*

*Texas State University: <http://www.careerservices.txstate.edu/>*

*University of North Carolina Wilmington: <http://www.uncw.edu/career/index.html>*

*University of North Texas: <http://studentaffairs.unt.edu/career-center>*

*University of Tennessee-Knoxville: <http://career.utk.edu/>*

*University of Wisconsin-Eau Claire: <http://www.uwec.edu/Career/index.htm>*

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