

What Can I Do With a Major In...

Major: Retailing

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

What is Retailing?

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

Retailing is a critical, vibrant global industry experiencing unprecedented change. This paradigm shift requires a workforce with advanced degrees, skills and knowledge to meet the challenges of a globally competitive, complex, and consumer-driven industry. Over 28 million -or one of every four U.S. jobs — is in retail. Retailing encompasses analyzing retail business strategies, managing retail store operations, and buying for retail merchandise in an Omni-channel retail environment.

A B.S. in Retailing degree can help prepare you for many positions including:

- Retail Merchandise Manager
- Retail buyer
- Retail operations
- Retail Analyst
- Retail management

Retailing majors take courses in operations, retail finance, retail strategies, consumer behavior, retail buying, global sourcing, brand development, and promotion.

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](#)

Retail Analyst

Retail Buyer

Retail Management

Retail Operations

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 Merchandising, 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 Retailing

Apparel Search: <http://www.apparelsearch.com/>
Career Overview: <http://www.careeroverview.com/retail-marketing-careers.html>
Fashion Career Advice: 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

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

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.career rookie.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
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
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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