

International Business

Careers Pathways (including but not limited to):

- Ambassador
- Business Development Manager
- Business Improvement Consultant
- Business Relationship Manager
- Change Management Consultant
- Corporate Social Responsibility
- Customs Compliance
- Foreign Business Consultant
- Foreign Correspondent
- Foreign Currency Investment Advisor
- Foreign Exchange Analyst
- Foreign Sales Representative
- FX Consultant
- Global Investment Consultant
- Global Sales Representative
- International Accountant
- International Aid/Development Worker
- International Economist
- International Exchange Coordinator
- International Foreign Policy Advisor
- International Foreign Policy Advisor
- International Management Consultant
- International Manager
- International Marketing Director
- Lobbyist
- Management Analyst
- Management Consultant
- Market Intelligence Analyst
- Multicultural Development Officer
- Multinational Manager
- Product Manager
- Public Relations Specialist
- Stock Broker
- Tourism Manager
- Trade Commissioner
- Trade Specialist
- Translator

*Some jobs in this area may also require post-graduate study, such as a Graduate Certificate, Graduate Diploma or Master Degree.

Skills Requirement:

Global Perspective:

- Ability to think globally
- Possess an understanding of how globalization impacts the business community, locally, nationally and internationally
- Knowledge of, and sensitivity to, other countries and cultural practices
- An understanding of the global economy
- An understanding of economic relationships between countries

Cross- Cultural Knowledge:

- Typically fluent in multiple languages
- Comfort in dealing with colleagues from different cultures
- Ability to adapt to living in different cultures
- Ability to motivate workers across cultures

Foreign Banking and Finance Skills:

- Knowledge of banking practices in different countries
- Knowledge of foreign financial markets
- Comfort with moving money across countries
- Comfort in dealing with foreign currencies
- Comfort in handling risks associated with exchange rates
- Ability to handle loans in different currencies from different markets
- An understanding challenges of international investment decisions

Knowledge of International Business Issues:

- General or specific knowledge in international business related law, marketing, finance, management, human resources and business strategy issues
- An understanding how culture, infrastructure, government and consumer characteristics affect international business
- Ability to adapt marketing campaigns across cultures
- Ability to organize international negotiations
- An understanding need for changes in styles of management and leadership in international assignments
- An understanding of international commercial and economic disputes
- Ability to assess international environmental dimensions and establish their effect on business operations
- Ability to perform international sales forecasts and industry outlooks

Technical:

Develop and apply actuarial, mathematical, statistical and quantitative principles and techniques to solve problems in a range of fields such as business and finance, scientific and social research, and engineering.

Professional Associations:

- Australian Chamber of Commerce and Industry – acci.asn.au
- Australasian Businesswoman's Network – abn.org.au
- Business Council of Australia – bca.com.au
- International Association of Business Communicators – iabc.com
- The Institute of Business Development – iobd.org
- International Association for Human Resources Information Management – ihrim.org

List of international professional associations: en.wikipedia.org/wiki/List_of_international_professional_associations

Clubs & Societies:

- AIESEC – aiesecunimelb.org
- CAINZ – cainz.org
- Enactus (Formerly Students in Free Enterprise)
- Financial Management Association of Australia (FMAA) – fmaa.com.au
- Graduate Consulting Group
- MBS Sports Club
- Melbourne Business School Students' Association
- Student Entrepreneurs Inc. – se.org.au
- Women's networking – unimelbellevate.com

Organisations for Potential Employment (including but not limited to):**Private Companies:**

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|-------------------|----------------------|
| ▪ Accenture | ▪ KPMG |
| ▪ Bain & Company | ▪ Lend Lease |
| ▪ CBA | ▪ McKinsey & Company |
| ▪ Citibank | ▪ NAB |
| ▪ Dell | ▪ Schlumberger |
| ▪ Deloitte | ▪ Shell |
| ▪ Ernst and Young | ▪ UBS |
| ▪ IBM | ▪ Unilever |
| ▪ JP Morgan | ▪ Westpac |

Public/Government Agencies:

- ABS
- AusAid
- Department of Defence
- Department of Employment and Workplace Relations
- Department of Finance & Deregulation
- Department of Foreign Affairs and Trade
- Department of Foreign Affairs and Trade
- Department of Primary Industries
- Office of the Auditor General
- RBA
- Victoria Department of Transport

NGO/Non-for-Profit:

- Make a Wish Australia
- Oxfam
- Relationships Australia
- RSPCA
- Southern Health
- St Vincent de Paul
- The Salvation Army
- Unicef
- VicSuper
- World Vision Australia
- WWF

Salary

graduateopportunities.com/graduate-salaries
graduatecareers.com.au/research/researchreports/graduatesalaries
seek.com.au/jobs-resources
payscale.com

Graduate Information and Links

careers.unimelb.edu.au
graduatecareers.com.au
careerfaqs.com.au
gradauteopportunities.com
au.gradconnection.com
careerfaqs.com.au
lgjobs.com.au
australia.gov.au