

GLOBAL TRADE CAREER GUIDE

LOS ANGELES REGION



POWERED BY



LOS ANGELES AREA
CHAMBER OF COMMERCE

MAP OF GUIDE



SCOPE OF GUIDE

The purpose of this Career Guide is to provide high school and college students with an opportunity to **explore careers in Global Trade in SoCal. It is designed not only for students, but also to assist teachers, counselors,** and others to infuse Global Trade in their pathways and programs.

This guide is unique in that it is **regional**, highlights local employers, and spotlights local professionals so students see the **global opportunities in their local communities.**

While there are different levels of expertise required for careers in Global Trade, this guide will show you the many **middle-skill positions available in the Los Angeles Region.** These are jobs that require more education and training than a high school diploma, but less than a four-year college degree.

It's worth noting community college courses and programs can be an excellent entry-point, but having an **associate's or bachelor's degree will also open up more possibilities** in this sector, in terms of salary and opportunities for advancement.

The jobs, companies, and career spotlights highlighted in this guide represent the breadth of actual career opportunities available in the Global Trade ecosystem in Southern California. **It's not an exhaustive list,** but showcases many possible entry points for students.

Please note job titles can be named differently depending upon the employer. Also, some **entry or mid-level jobs available may not have "global" or "international" in the title,** but are still part of this industry sector.

The salary information provided is intended as a guide, and differs from company to company. Most of the salary statistics are drawn from California EDD or Federal BLS. (California EDD - California Employment Development Department, Federal BLS - US Bureau of Labor Statistics)

This Career Guide draws insights from previous Los Angeles Area Chamber guides, industry reports, trade associations, the ProvenReady Initiative, the World Trade Week Committee members, and a network of industry contacts.

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GLOBAL TRADE IN LA

What is global trade?

Global Trade in LA. Quick Facts



Global Trade in Southern California (Port of LA and Long Beach) is the busiest air and sea port in our own back yard, offering unique opportunities in a global marketplace.

However, jobs beyond airports and ports of all kinds can be found. Launch offices and trade agreements across the world.

During the COVID-19 industry continued to grow and provide employment, which shows how important this sector is to the LA Region and California's economy. In fact, many middle-skill jobs go unfilled, so colleges are constantly working with employers to make sure there are people trained and ready to work in this field.

- The Los Angeles Customs District is the largest in the U.S. with a total value of \$449 billion annually
- LAX is the busiest origin-and-destination airport, with more passengers beginning or ending their trips here, serving nearly 80.9 million passengers and handling approximately 2 million tons of cargo
- The Port of Los Angeles and Long Beach are thriving seaports with record-breaking cargo operations and world-class environmental initiatives
- With over 100 consulates, Los Angeles Consular Corps is the world's third-largest consular corps
- Los Angeles is linguistically diverse with more than 180 languages spoken and large immigrant communities calling SoCal home
- California is home to about 150,000 federal employees - the highest number in any state outside of Washington, D.C
- More than 730,000 direct jobs in California are at foreign-owned firms, according to the World Trade Center LA Foreign Direct Investment report
- Los Angeles will be hosting the 2028 Olympics
- 95% of the world's population and 75% of consumers are outside of the US

g, importing, and foreign sourcing. industries while providing a living

mate sales and make purchases. pricing terms, payment terms, and

sales and researching the market. This includes looking for competition surrounding the

effective ways to market a product. Payment options that are available business online.



Knowledge of trade financing will help ensure that transactions run smoothly and often include the involvement of a third party in the transaction process.



Managing global supply chain and logistics involves connecting the business, suppliers, distributors, and final buyers. It is the process that enables goods and services to get from their source to the consumer.

“

Nearly 60% of the City of Los Angeles' population speaks languages other than English, attesting to its strong international core. Global trade is part of the community's DNA and the Chamber is proud to provide resources like this Global Trade Career Guide allowing the next generation to tap into the vast opportunities of global careers.”

**Jasmin Sakai-Gonzalez, Director, Global Trade & Foreign Investment
Los Angeles Area Chamber Of Commerce**



PRIVATE SECTOR CAREERS

“

I've spent most of my career working in international trade... We are currently experiencing one of the most interesting moments in international trade as ports become more efficient, ships get bigger, and data is informing us every step of the way. International trade is on the cutting edge of technology.”

Stephen Cheung, Chief Operating Officer of LAEDC and the President of World Trade Center Los Angeles (WTCLA)



globaltradeworkforce.com
globaltradecareers.com

TIPS FOR PRIVATE SECTOR JOBS

Private businesses offer the most employment opportunities in the international arena. As the global economy continues to develop and nations become more interdependent, international business operations will expand accordingly. The following pages present a sampling of career options. Demands for these positions will fluctuate and new possibilities will open as international business expands and it becomes easier, and necessary, to go global.

JOB TIPS

- Companies generally categorize roles as business development, operations and customs, and freight forwarding with entry-level opportunities in each area.
- Most positions do not have “global” or “international” in the title, but are within global firms or owned by foreign subsidiaries. Names of positions may differ as well, but the functions are similar.
- Global competencies such as cross-cultural communication and languages give an advantage in this sector.
- Companies, particularly in the International Trade sector, value experience and technical knowledge. Gaining hands-on experience through internships and networking is recommended.
- Seasonal jobs, entry/clerk, or associate-level positions in the industry are beneficial.
- Smaller companies are more flexible with education requirements, and provide a great way to get started working in the Global Trade sector.
- There are search firms dedicated to the trade and logistics industry, so make sure you include them in your job search.
- Be open to enter the market at an entry level such as clerk, associate, or customer service position.
- Position to help build your resume and showcase experience in the sector. Once you enter, there is a lot of room for growth.



SALES & PROCUREMENT

International sales and procurement professionals book orders for individual customers, coordinate sales through foreign distributors, or make purchases from foreign suppliers. Sales managers and representatives identify prospective buyers, present the company's product or service, and close orders. They negotiate prices, payment terms, and delivery conditions within the framework of company policy. They may also coordinate the preparation of bids for competitive procurements from government or corporate customers and provide a liaison for ensuring that customers' needs are met.

KEY SKILLS:

- Strong customer service, analytical skills, confidence in decision-making and in recommending solutions, maintain control under pressure.
- Strong interpersonal and writing skills, a good understanding of the business culture in your target market, as well as negotiation and sales skills.
- Developing proficiency in a foreign language and culture is helpful.
- Technical Knowledge: CRM for international sales, import/export compliance, tariff classification under harmonized system, developing an export plan, etc.

Watch these videos from the CITD's International Trade Career Pathways YouTube series to hear from Industry Experts in Sales and Procurement:

- [Jim Watson, CMTC® | California Manufacturing Technology Consulting](#)
- [Ray Bowman, Small Business Development Center](#)

CAREERS

- + Account or Customer Service Representative
- + Export Sales Representative
- + International Trader
- + International Trade Specialist
- + Procurement Clerk
- + Purchasing Agent
- + Sales Representative

See Appendix for Job Descriptions



CAREER SPOTLIGHT



DANIEL SMELTZER

Global Sales Director, Pegasus Logistics Group

Do you dream about a career where you'd be working with different people, and no day is quite the same as the last? For Daniel Smeltzer, Global Sales Director at [Pegasus Logistics Group](#), that's his reality.

After attending a career fair at his school, he landed his first job working in a warehouse shipping iPod cases, his first introduction to the world of global logistics. While schooling helped him excel in these roles, his post-graduation jobs helped him focus on building strong relationships with his customer base, developing razor-sharp critical thinking skills, and understanding the value of being a dependable team member which has helped him become successful in this industry. Now Daniel oversees the import, export, and foreign logistics of millions of dollars of merchandise from Italy, Germany, Spain, the UK, and Hong Kong to name a few. The foreign logistic services can include air and ocean freight, warehousing services and customs brokerage, and advisory services.

Daniel recommends strong customer service skills, being overly polite and respectful, and having the ability to nurture relationships to stand out. When working with global clients, being knowledgeable about their business needs can create new opportunities to build business partnerships. Understanding cultural differences, accommodating time differences, and strong communication skills won't hurt you either. And with a career like this, you can always expect to be learning new skills.

GLOBAL MARKETING

Marketing is one of the broadest fields, covering the design and development of a product throughout its evolution into the market. As the globalization of markets continues, businesses need to stay current with trends that impact their ability to sell products and services. An enormous amount of specialized information is needed to make good decisions about product design, packaging, promotion, distribution, pricing, and sales techniques in each country.

As an international marketing professional, you will provide this information to facilitate entry into foreign markets. You must be able to identify economic, political, social, and demographic trends within each targeted country, and the implications of these trends for your firm's existing and future marketing strategies.

 [Intro to International Marketing](#)

KEY SKILLS:

- Understanding of the international business environment including its legal, economic, financial, regulatory, political, and cultural aspects. Languages are an asset.
- Strong interpersonal, negotiation, and communications skills, and attention to detail.
- Ability to convey a positive image of the firm and its products or services.
- Technical Knowledge: global market research, cross-cultural business practices, developing export plan, product adaptation.

Watch these videos from the CITD's [International Trade Career Pathways YouTube series](#) to hear from Industry Experts in Global Marketing and Business Development:

- [Carlos Sol, Connections Unlimited](#)
- [David Cheung, Hugables, Inc.](#)
- [Scott Ermeti, Pelican Products](#)

CAREERS

- +
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- Foreign Market Researcher
International Business Development Manager
International Marketing Manager
Interpreter/Translator
Marketing Representative /Associate
Product Designer
Project Management /Operations Specialist

[See Appendix for Job Descriptions](#)



CAREER SPOTLIGHT

RITA LEGRO

Program Manager, Amazon

San Pedro native Rita Legro went from imagining herself doing presentations in boardrooms to driving multi-million dollar launches. And the supply chain allowed her to get her foot in the door.

She began her journey as an intern in Washington D.C. to learn about U.S. and China bilateral relationships, and worked as an administrative assistant at Exemplis Corporation. After being transparent with her bosses about wanting to move up, she was promoted to the role of "buyer," which is someone who possesses knowledge of current markets to get the best deal for a product from a supply chain company. During this time, Rita pushed herself out of her comfort zone, went above and beyond, and found herself researching manufacturing terms in Spanish to be able to better communicate with suppliers in Mexico to source different products and obtain good deals. This position allowed her to gain international exposure and further develop her people and negotiation skills.

Now Rita works for Amazon as a Program Manager on behalf of the manufacturers who need to interface with Amazon's internal supply chain. Rita's favorite thing about working for Amazon is the fast-paced environment and high level of employee engagement. She enjoys the fact that she's been given the flexibility to do what she thinks is best for the company.

Interested in working in a similar role? Rita suggests while Amazon or smaller start-ups may not place as much importance on a traditional four-year college degree, they do care about the value you can bring through experience. Once you get started at a company, maintaining a career and moving up in supply chain management seems more than plausible. Many companies are seeking problem-solving, team players to take them to the next level.

GLOBAL SUPPLY CHAIN & LOGISTICS

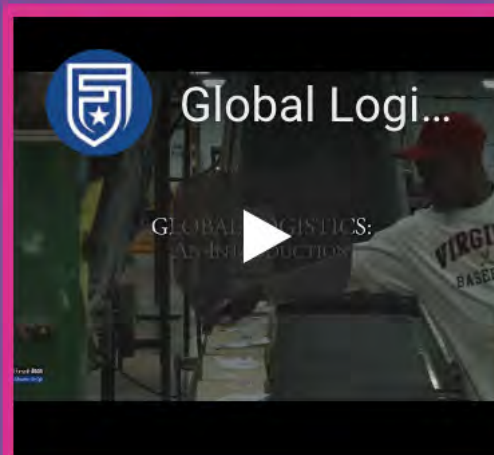
As the global marketplace continues to grow in terms of speed and access, reliability of transportation services to deliver products across the world becomes increasingly important. Logistics encompasses everything dealing with transport and operations of goods and services.

Global logistics professionals will integrate the services available from individual insurance agents, customs brokers, forwarding agents, and transportation carriers. Each of these career opportunities counts on a specific set of skills and an in-depth knowledge of every step of the transportation process. This work requires detailed familiarity with insurance, transportation, and customs terminology, as well as all related documentation requirements.

KEY SKILLS:

- Strong interpersonal skills, detail-oriented, good memory, strong math skills.
- Knowledge of company policies related to shipping and import/export.
- Data entry, systems analysis, and knowledge of principles and methods for moving people/goods by air, rail, sea, or road, including the relative costs and benefits.
- Ability to work independently and multitask, sense of urgency.
- Technical knowledge such as IncoTerms, trade documentation requirements, tariff classifications under harmonized codes.

GLOBAL LOGISTICS: AN INTRODUCTION



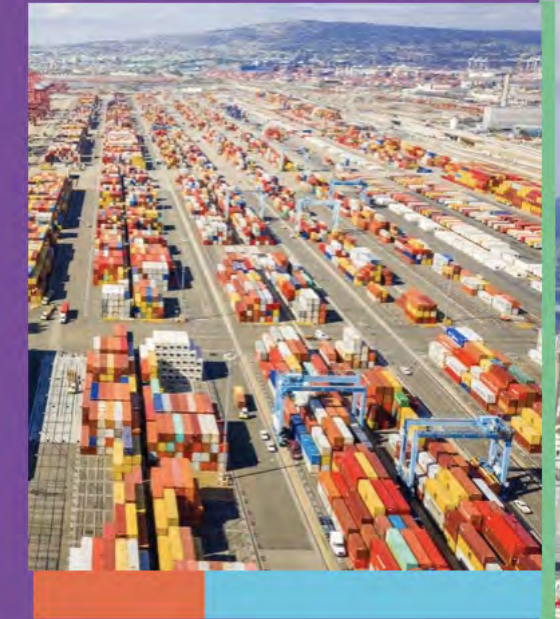
Watch these videos from the CITD's [International Trade Career Pathways YouTube series](#) to hear from Industry Experts in the Global Supply Chain and Logistics Field:

- [Adonna Martin, Price Transfer Group](#)
- [Sarah Stroth, NF Stroth & Associates](#)
- [Jim Burrell, American Honda Motor Co., Inc.](#)

CAREERS

- + Compliance Analyst
- + Customs Agent/Broker
- + Customs Entry Writer
- + Customs Inspector
- + Freight Agent/Coordinator
- + Global Logistics Coordinator
- + Import/Export Agent
- + International Shipping Specialist/Clerk
- + Ocean/Air Import Agent
- + Supply Chain Analyst

See Appendix for Job Descriptions



CAREER SPOTLIGHT

SUN KIM

Director of Operations, West Coast
Alba Wheels Up International

What started off as summer work to help pay off his student loans, became a career for Sun Kim. He is now the West Coast Director of Operations for Alba Wheels Up International, a freight forwarder and customs brokerage firm.

One of the many reasons Sun loves his career and the industry, is he feels continuously challenged and his work is ever-evolving. There's unlimited potential for an upwards career trajectory with multiple opportunities to explore other fields within logistics such as freight forwarding, customs brokerage, warehousing, and many more.

Early on as a customs broker, Sun spent much of his time learning about the industry and the best ways to navigate it. In his current role, Sun finds it's about learning the intricacies behind the work such as trade policy, meeting with heads of government agencies, and representing the trade community to government leaders and politicians. A lot of Sun's acquired experience came from learning while on the job. However, early in his career, Sun took advantage of the customs courses and seminars offered by The Los Angeles Customs Brokers and Freight Forwarders Association (LACBFFA). Through these sessions, he was empowered not only with new knowledge, but was able to refine existing knowledge.

TRADE FINANCE

Expanding trade activity around the world has increased the need for investment, credit, and general business analysts. As companies expand into new markets, the need for more sophisticated risk analysis and credit insurance will grow. Likewise, business is increasing for brokers who provide insurance against damage during transit and other risks associated with physically moving goods around the world.

Finance professionals prepare financial reports, direct investment activities, and implement cash management strategies. Strong candidates for these roles will have a background in finance or business, and a deep understanding of foreign economic environments.

KEY SKILLS:

- Ability to analyze and quantify risk, and assess complex data and provide solutions.
- Understanding and awareness of foreign and domestic developments.
- Microsoft Excel, proficiency with math, analytical mindset.
- Customer service skills dealing with clients, language is a plus.
- Technical knowledge: open account, letters of credit, filing of an EEI, IncoTerms, mitigating credit risk, export quote and pricing, import/export basics, shipping insurance.

Watch these videos from the CITD's International Trade Career Pathways YouTube series to hear from Industry Experts in Trade Finance:

- [Gary Mendell, Meridian Finance Group](#)
- [George Van Buren, Van Buren & Associates](#)
- [Johnny Beenes, Euler Hermes a company of Allianz](#)
- [Keith Sanchez, Avalon Risk Management](#)



CAREERS

See Appendix for Job Descriptions

- + Insurance Brokers/Surety Agent
- + Commercial Banking: International Service/Trade Officer



CAREER SPOTLIGHT



DAVID JOSEPHSON

Senior Vice President/Director Export
GBC International Bank

David Josephson Senior Vice President/Director Export Finance David Josephson began his career in international banking first in trade finance, international correspondent banking, and cross-border corporate lending at U.S. banks' international divisions based in the USA; London, England; South America, and Asia. Then, he worked in international merchant banking providing debt, equity, and trade/technology transfer opportunities to companies in South America wishing to break into the USA and other mega markets as suppliers and traders. For the next seventeen years he led a team of eight people in trade finance development at the Export Import Bank of the United States before retiring and returning to the private sector as a banker.

Josephson says his love of foreign languages and cultures has helped him be successful, as well as his curiosity about getting to the root and bottom of an international financial transaction and gaining trust with financial and industrial operators in other countries. It's important to have a willingness to work hard and persist as well.

He gives this advice to those seeking a career in this field: "Decide if you want to work with the best. If so, find a job in New York, Tokyo, London, Hong Kong, or Sao Paulo, and learn from the best. If you want to stay close to home, find the companies that have a global view, sharpen your skills with continued education, and relentlessly pursue them to hire you. There will always be an international business emphasis in the business communities. Banking, insurance, medical technology, IT, law, environmental technology, and equipment are filled with opportunities to do business in a global arena."

GLOBAL E-COMMERCE

Electronic commerce, or e-commerce, refers to business transactions that are managed and operated online and on mobile devices. Cross-border e-commerce has allowed businesses worldwide to set up virtual shops, increasing their consumer base on an international scale. It has also facilitated the operations for entrepreneurs who, through their computers and tablets, can run multi-million-dollar businesses without ever leaving their house. For consumers, e-commerce has completely transformed the shopping experience. The most powerful examples being retail giants Amazon and Alibaba Group. Tens of millions of customers count on global marketplaces to fulfill their needs from books to electronics and household items to groceries.

KEY SKILLS:

- Digital marketing, foreign market research, creativity, analytical skills.
- Data analysis: identify trends and monitor what works and what needs improvement.
- Personable, driven, organized, customer service oriented.
- Technical knowledge in SEO, website globalization, and social media marketing.

INTRODUCTION TO CROSS BORDER E-COMMERCE:



“Global trade is one of the key attributes of business success for companies of all sizes. In fact, Small Business Enterprises (SMEs) make up the largest portion of California exporters and employers in the state. Tech-oriented skills that include web design, digital marketing, e-commerce, and data analytics are in demand and when paired with business and international business programs, provide new and exciting pathways to global trade employment and a living wage.”

Leah Goold-Haws, Statewide Director, Global Trade Sector, California International Trade Center



CAREERS

See Appendix for Job Descriptions

- + Digital Marketing Specialist/Strategist
- + E-commerce Specialist/Analyst
- + Web Developer

CAREER SPOTLIGHT



LADAN DAVIA CEO and Founder, Beeya

At the age of 24, Ladan Davia, Founder and CEO of Beeya, discovered the lack of effort many popular job board sites put into the process of matching candidates with their ideal jobs. She sought out to improve the system with Beeya.

Ladan attended Chapman University as a broadcast journalism major with a political science minor and planned to work in the entertainment industry. But, something she witnessed in college stuck with her. Many of her fully qualified peers based on courses and experiences, could not find work. That prompted Ladan to create a job board site where your résumé doesn't go into a black hole, but instead actually matches you with résumé-related jobs.

Ladan enjoys helping people. She said, “You won't feel happy or fulfilled if you don't feel like you're making a difference. Remember your 'why' when in high school and college...make sure to put effort into things that will stay with you: networking, finding mentors, and joining clubs.”

GLOBAL ENTREPRENEURSHIP

Global entrepreneurs are limited only by their imagination as they can go anywhere online. They can export their own products or services or create a consultancy that serves as an intermediary representing companies abroad. Entrepreneurs well-versed in international goods and customs can also enter the shipping and global business arenas.

Leveraging e-commerce levels the playing field for smaller businesses to enter the global market. More companies are “born global” or encouraged to incorporate global strategies early leveraging technology and digital sales to reach consumers abroad. New trade agreements have also made provisions for e-commerce, making digital trade the wave of the future.”

KEY SKILLS:

- Global mindset, market research, resourcefulness, cross-cultural communication, online marketing, interpersonal and networking skills.
- Entrepreneurial mindset, creativity, critical thinking, collaboration, initiative, self-reliance.
- Bi-cultural, multilingual, communication, and sales skills give an edge.



**CHECK OUT LOCAL RESOURCES TO HELP YOU GO
GLOBAL IN LEARN.CONNECT.GROW.**



“

A lot of this industry is experienced-based. We know things that clients need and they pay us for it, so you can get trained on a subject and apply that by working for someone else or working for yourself. The entrepreneurial spirit pairs well with the shipping and logistics business.”

Dan Gardner, President, Trade Facilitators



CAREER SPOTLIGHT

PAUL BOBADILLA

Owner, Trinity CBC



Paul Bobadilla, owner and visionary of Trinity CBC in San Pedro, CA started his coffee business from his garage. Although he had a great career in the film industry working for companies like Sony, Netflix, and Hulu, his desire to be his own boss motivated him to start a business.

One of his job responsibilities is sourcing the coffee beans. Paul said, “The global coffee supply chain is vast, and we want to partner with those willing and able to enhance our local and universal economy.” Therefore, Trinity CBC only sources from ethical farms.

Paul attended Harbor Community College and Chapman University, but attributes his industry-specific skills to “reading a lot of articles and books, listening to coffee podcasts, and through learned experiences.” Paul says taking affordable business courses in a local community college is not only smart, but can save you from making pricey mistakes with people, partners, and profit. And having a global mindset, some basic business skills, and becoming a subject matter expert are essential elements for new entrepreneurs.

“

Everyone has flown on an airplane, but you can't say that about the Port. People don't visit or know what's in the harbor district. The fluidity of global trade requires engagement and education. There is a tremendous opportunity for students to understand this area now.”

Mario Cordero, Executive Director, Port of Long Beach



PUBLIC SECTOR CAREERS

“

Job opportunities within the U.S and foreign governments are growing, as are positions in the public sector. Companies are realizing the importance of 'business diplomacy' as all business becomes more global.”

Janet Elliott, Executive Director, International Visitors Council of Los Angeles



www.globaltradeworkforce.com
www.globaltradecareers.com

PUBLIC SECTOR OVERVIEW

Public Sector Opportunities for Community College Students

Public sector jobs are a great pathway for those interested in International Business. There are many agencies at all levels of government devoted to promoting Ports and airports in Los Angeles are under the jurisdiction of the c jobs also offer job security and opportunities for growth and advancement.

Government agencies are looking for both community college graduates and four-year degrees to replace many retirees in the next decade. As a job search and application process for public jobs is different from companies. An exam and/or a profile on a government job board may be required for employment.

Starting at an entry-level position can be a good opportunity to get experience while taking courses to advance within your field. Public sector careers are usually seen as stable, with generous health and retirement benefits.

In this section, we highlight Public Sector Agencies at all levels of government, global trade and offer tips on how to start your job search.

Consult these two reports on public sector opportunities for community college students at our seaports and in the federal government:

[*Opening Doors, Building Ladders: How Federal Agencies Can Hire and Retain Californians Who Do Not Have a Four-year Degree*](#)

A new report released in 2021 highlights the need to raise awareness of public sector career opportunities among community college students. "California has the highest number of federal employees outside the Washington, D.C. area, but agencies in the state still face challenges in attracting quality young talent. To address this issue, the Partnership and the James Irvine Foundation wrote a report examining how federal agencies in California can strengthen their talent pipelines by recruiting, hiring, and retaining job seekers without a four-year degree."

[*Opportunities in Global Commerce – Middle Skill Jobs at LA Basin Air and Sea Ports*](#)

Center for a Competitive Workforce has a new report about jobs in the seaport and airport industry in the Los Angeles Basin, to help community college faculty adapt programs to evolving skills requirements, give job-seekers insights on where the good wages are, and support pathways into these well-paying jobs. The report was co-authored by LAEDC's Institute for Applied Economics.



TIPS FOR PUBLIC SECTOR JOBS

The public sector is the part of the economy in which business organizations are wholly or partly owned by an agency of the federal or local government, and are controlled through a public authority. International career opportunities in this sector exist in federal and state agencies, as well as international and non-profit organizations.

- The job search and application process for public jobs is different from private jobs.
- The first step would be to create a Government Profile and take a Civil Service exam.
- From technician to paralegal, secretary to park ranger, most jobs at all levels of education do exist in the federal government – the largest employer in the United States.
- Treat the public sector as a continuous job search, not a one-off process. Public sector jobs at all levels pop up throughout the year, not just all at once on a specific date.
- Pay close attention to job requirements when applying for a position, and be prepared to show how your experiences are related to competencies and skills expected for the job.
- In your federal résumé use the language of the built-in template, so you are explicitly stating that your qualifications are aligned with their requirements.
- Consult resources such as The Partnership for Public Services' [GoGovernment.org](https://www.gogovernment.org) website for application tips, particularly in résumé writing.

globaltradeworkforce.com
globaltradecareers.com

RESOURCES FOR PUBLIC SECTOR

- [LA City Jobs](#)
- [LA County Jobs](#)
- [California Government Jobs](#)
- Federal Government Jobs
 - [The online job board for federal government openings.](#)
 - [A free online resource provided by the Partnership for Public Service and the go-to site to learn about how to more effectively navigate the federal hiring process.](#)



CITY & COUNTY CAREERS

There are many opportunities to work in global trade and logistics in the public sector in the Los Angeles Region. Ports and airports in Los Angeles are under city jurisdiction. San Pedro Bay Port Complex, which comprises of Port of LA and Port of Long Beach, is the 9th biggest Port Complex in the world. Both Ports are massive economic drivers contributing to 1 in 9 jobs or 171,000 jobs in LA and Long Beach and 1 in 40 jobs or 40 million jobs throughout the US.

City & County Employers Involved in Global Trade:

LAWA

Los Angeles World Airports (LAWA) is the City of Los Angeles department that owns and operates Los Angeles International (LAX) and Van Nuys (VNY) general aviation airports. Both play an integral role in helping to meet the Southern California regional demand for passenger, cargo, and general aviation service.

[CHECK IT OUT - USE YOUR MOBILE DEVICE, PC, OR VIRTUAL REALITY HEADSET TO SEE THE LAX AIRFIELD IN 360-DEGREES!](#)

Port of LA

The Port of Los Angeles is America's Port[®], the nation's premier gateway for international commerce and the busiest seaport in the Western Hemisphere.

[CHECK IT OUT - CAREER REPORT, NEW YOUTUBE SERIES THAT HIGHLIGHTS PORT OF LA EMPLOYEES.](#)

Port of Long Beach

The Port of Long Beach is The Port of Choice and has been named the best West Coast seaport by Asia Cargo News for the past 2 years.

[CHECK IT OUT - PORT OF LONG BEACH COMMUNITY PROGRAMS.](#)

STATE CAREERS

California is considered the golden gateway for trade and investment in the United States, producing \$1.89 trillion in goods and services annually. Trade agencies within California perform similar functions to those of some federal agencies in promoting international commerce, including providing trade assistance and loan guarantees. The agencies listed below administer trade activity within the state. Trade and investment officers, financial analysts, economists, program directors, public relations officers, and administrators oversee the development of trade. (Source: *World Trade, Your Guide to Success*)

CAREER SPOTLIGHT



ARMANDO RAMOS

Longshoreman, Los Angeles Area Ports



Armando Ramos, an International Longshore and Warehouse Union (ILWU) Marine Clerk, is responsible for the flow of the cargo within the Port of LA and Long Beach when it enters the terminal. The containers are removed from the ship and placed into the designated import area, referred to as "the hub," so truck drivers can pick them up for delivery. In the railyard, he accounts for all inventory within the imports that are destined for truck or train delivery and ensures it is in the proper location to be removed from the yard. Ultimately, these units can be transported all across the country, to hubs such as Chicago.

Armando stresses that it is a team-oriented job. The shipping containers are capable of killing individuals if mishandled. It's a fast-paced environment, and is therefore ideal for individuals who are quick-thinkers and efficient multi-taskers. Armando's job also requires him to work alongside the same people, so when the team's communication is strong, they are truly a cohesive unit. Additionally, strong listening and communication skills are important when talking with many of the truck drivers, since many speak languages other than English.

As a nonprofit organization, at Visit California, their mission is to develop and maintain marketing programs – in partnership with the state's travel industry – that inspire travel to, and within, California.

FEDERAL GOVERNMENT CAREERS

The U.S. Government represents this country's interests and promotes trade abroad through many government departments and agencies.

Jobs involving international trade are increasing as the global economy becomes more interdependent and establishing connections with global partners becomes a necessity for success and expansion. Compensation in all government jobs is based on the General Schedule (or GS pay schedule) which contains 15 grades. GS-1 is the lowest scale and GS-15 is the highest. Within these grades are 10 steps that represent a pay increase within that level.

There are two classes of jobs in the federal government: civil service and non-civil service. Civil service jobs are under the jurisdiction of the Office of Personnel Management and subject to the civil service laws passed by Congress to ensure that applicants receive fair and equal treatment in the hiring process.

Non-service agencies function outside the civil service system. They may set their own qualification requirements and are not subject to the appointment, pay, and classification rules in Title 5 of the United States Code.

CAREER SPOTLIGHT



TATYANA AGUIRRE

International Trade Specialist,
US Department of Commerce



JOB TIPS

- Create a profile on [USAJOBS.gov](https://www.usajobs.gov).
- Identify what type of work you are interested in, and for which GS level you are qualified. GS-3 or 4 is the level for students/interns, while GS-5 and GS-7 are entry-level jobs, typically for recent graduates (generally including those with certificates or AA degrees) or those with equivalent work experience.
- Create a saved search on USAJOBS, using filters (e.g. location, job classification, GS level, etc.) that match your career preferences. This will give a periodic update of the jobs that are available to you – particularly important because federal jobs are posted throughout the year, rather than all at once.
- Make your federal résumé using the USAJOBS resume builder. Federal resumes are different from regular ones. Use the built-in template to fill it out correctly.
- Consult resources such as The Partnership for Public Services' [GoGovernment.org](https://www.gogovernment.org) website for application tips, particularly in résumé writing.

FEDERAL DEPARTMENT AGENCIES INVOLVED IN INTERNATIONAL TRADE

- + Agency for International Development
- + Department of Agriculture
- + Department of Commerce
- + Department of Energy
- + Department of State
- + Department of the Treasury
- + Department of Transportation
- + Export-Import Bank of the United States
- + Federal Trade Commission
- + Small Business Administration
- + The U.S. Customs and Border Protection (CBP)
- + U.S. International Development Finance Corporation
- + The United States International Trade Commission
- + United States Trade and Development Agency

CAREER PATHS WITHIN FEDERAL AGENCIES

- + Civil Service at the Agency for International Development
- + Border Patrol Agent
- + International Trade Specialist/Analyst
- + Commercial officer
- + Foreign Commercial Service Officer
- + Program Analyst
- + Consular Officer
- + Economic Officer
- + Logistic Management Specialist
- + Customs Inspector
- + Loan Specialist
- + Foreign Service at the Agency for International Development
- + USAID Foreign Service Junior Officer

See Appendix for Job Descriptions

NON PROFIT & EDUCATION CAREERS

Many foreign governments maintain a consulate, trade commission, chamber of commerce, or cultural center in large cities such as Los Angeles. While many of their career positions are filled by citizens of the respective countries, some positions may be open to local applicants. Job duties are often similar to those which may be performed in U.S. offices overseas or by domestic agencies for trade development. For information about possible opportunities in these organizations, contact the agencies of interest, including the following:

- Foreign consulates, foreign trade commissions, foreign chambers of commerce, foreign cultural centers, and institutes.

SOME LOCAL NON-PROFITS PROMOTING TRADE & INTERNATIONAL CORPORATIONS

EXP

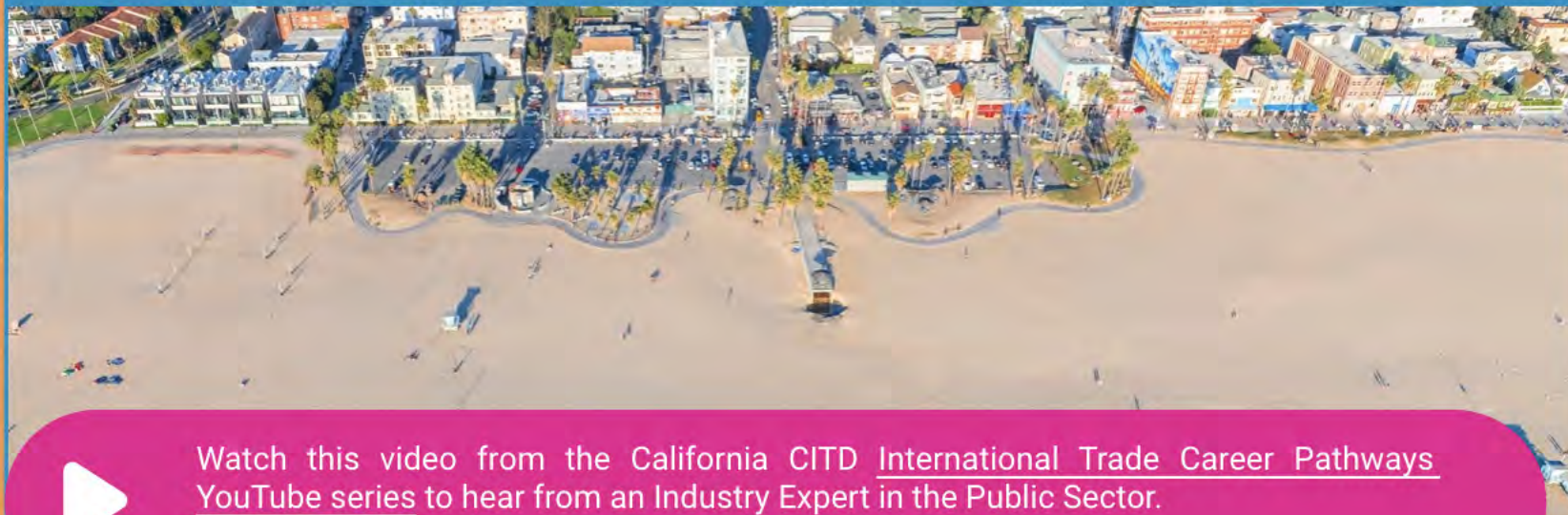
EXP introduces high school students to careers in many pathways including international trade, and unites business people and educators in preparing students for a meaningful place in the world of tomorrow.

International Visitors Council Los Angeles

IVCLA creates international understanding and cooperation between the Los Angeles region and the rest of the world.

LA Consular Corps

Los Angeles has the second-largest consular community in the world, after New York City, with 105 countries currently maintaining a consulate in the city of Los Angeles. The LACC consists of 102 Consulates: 65 Consulates General and 37 Honorary Consulates.



Watch this video from the California CITD [International Trade Career Pathways YouTube series](#) to hear from an Industry Expert in the Public Sector.

- [Richard Swanson, U.S. Export Assistance Center](#)

Learning: Close to Home & Beyond Borders

Global trade careers can be accessed through many different pathways and college programs. Courses in business, international trade, entrepreneurship, e-commerce, marketing, transportation, and supply chain can prepare you for an exciting career! These classes can be found at local community colleges, or at a 4-year university for more advanced studies.

Though many pathways can lead to careers in global trade, international jobs require unique

- [Academy of International Business](#)
AIB is a non-profit organization dedicated to promoting impactful research, improving business education and practice, and collaborating with leaders in policy and interdisciplinary research.
- [Asia Society](#)
Asia Society is the leading educational organization dedicated to promoting mutual understanding and strengthening partnerships among peoples, leaders, and institutions of Asia and the U.S. in a global context. Asia Society offers tool kits and professional development courses to infuse Global Competence in Career Technical Education.
- [CITD International Trade Career Pathways Videos](#):

You don't have to leave California to enjoy every bit of the world - it comes to you. From Koreatown to Chinatown, Thai Town to Little Ethiopia, and Little Tokyo to Little Armenia - enjoy the diverse neighborhoods, cuisine, music, and culture of the rich diaspora community that calls LA home. However, your school career center or international office may be a good resource to get International Volunteer and Study Abroad information. Here are a few to get started:

- [Global CC](#)
Global CC and those recruiters
- [Peace Co](#)
The Peace side by side integrate
- [GoAbroad](#)
Leading online search engine for international travel programs GoAbroad, brings everything you need to travel abroad to your fingertips - from thousands of program opportunities with real-life participant reviews, to expert travel articles and scholarships.
- [Go Overseas](#)
A company comprised of seasoned travelers with the mission to provide you with the knowledge and confidence to choose the right program for your next adventure.

WHERE TO STUDY

Here are a few resources for finding classes and programs that will help prepare you for a global trade career:

- [California Community Colleges](#)
- [LA Area Chamber Global Trade Career Website](#)

You can search by your location or area of study. Also search for CTE certificates and degrees in Global Trade, International Business, General Business, Logistics, Supply Chain, Business Management, e-commerce, Marketing, and more.



Educators: Infuse International Business into your Pathways and College Programs. Check out these organizations that are excellent resources



Explore Cultures and Take Advantage of Study and Living Abroad Opportunities



Additional Resources to Immerse Yourself in Different Cultures

Learn. Connect. Grow.

Networking is critical to building a career in any field. Developing relationships and connections with individuals in the global trade space will expand your view of what is possible, and even help you advance in your career. Attending meetings and social events hosted by a professional organization is a great way to connect with others in global trade.

These websites help you explore careers in global trade:

EXP
EXP is a non-profit organization that helps young people gain experience, unlock doors, and build the confidence they need to succeed in school, career, and life.

Global Trade Careers
Get information about different industries, both private and public, which can help you seize the opportunities provided by global trade.

Global Trade Workforce
The goals of the California Community College's Global Trade sector are to supply in-demand skills, create relevant career pathways, and get students into open jobs.

ProvenReady
ProvenReady helps build tomorrow's workforce today by giving high school and community college students the opportunity to learn more about college and career opportunities in business, entrepreneurship, global trade, advanced transportation, and logistics.

Scholarship Opportunities for High School and College Students!



- **Propeller Club**
- **Women in International Trade -- Los Angeles**
- **World Trade Week Southern California**

Trade Associations and Chambers are a great place to network and meet employers:

- + Council of Supply Chain Management Professional
- + Foreign Trade Association
- + Los Angeles Air Cargo Association
- + Los Angeles Area Chamber of Commerce
- + Los Angeles Customs Brokers & Freight Forwarders Association, Inc. (LACBFFA)
- + Women in International Trade -- Los Angeles (WIT-LA) and WIT-OC
- + World Affairs Council -- Los Angeles
- + World Trade Center Association -- Los Angeles (WTCLA)

Budding Global Entrepreneurs – Don't go at it alone. Connect with resources that can help you Go Global.

- + California International Trade Center
- + District Export Council of Southern California
- + Global Entrepreneurship Network
- + GO-Biz California
- + Los Angeles Regional Export Council
- + Mayor's Office of International Affairs
- + The U.S. Commercial Service Los Angeles

DESTINATION: EMPLOYMENT

You can find jobs in both the private and public sectors. Here are a few tips to consider as you begin your search:

- Occupations in Global Trade are in every industry sector, though these jobs may not have “global” or “international” in the title.
- Send your resume to job placement firms, particularly those specialized in freight forwarding and global logistics.
- [Interstate Personnel Services](#) and [Talmo Associates](#) are two of the many staffing firms specialized in international trade.
- Be open to entry/clerk or seasonal work to build your résumé.
- Don't forget the Public Sector in your job search. Searching for jobs in city, county, state, and federal government is different than private-sector job searches.
- Informational interviews are a great way to showcase initiative. Don't be afraid to reach out to professionals in the field.
- Think global and act local. Having a global mindset, ease with languages and cross-cultural communication skills gives you an edge in any area of global trade.

SAMPLE EMPLOYERS IN GLOBAL TRADE

Yusen Logistics, Pacific Harbor Line, FedEx, DHL, J.B. Hunt, Pegasus Logistics Group, XPO Logistics, UPS, Yamato Transport U.S.A., INC., Mainfreight Americas, IFLN, Apex Logistics, DGX Global, DB Schenker, AP Moller - Maersk G-Global Alba Wheels Up International Inc., Expeditors, Hellmann Worldwide Logistics, Agility USA, DSC Logistics, Werner Enterprises, Estes Express Lines, Flexport C.H. Robinson, Kuehne+Nagel, Penske Logistics, APL Logistics, Crowley, Kintetsu World Express (U.S.A.), Inc., OceanX, LLC, STG Logistics Coppersmith Global Logistics, Jet Pro, FNS, Inc. American Trading International, American Export Lines, Boeing, Honda Motors, Paulson Manufacturing Corporation, Cappuccine, Pelican Products Inc., Louroe Electronics, True Religion Brand Jeans, Haas Automation, Inc., Combustion Associates Inc., Cosmobeauti Lab, Ultraglas, Inc., Novotech Nutraceuticals, Inc., Phenix Technology, Inc. Amazon, Boardriders, JD.com, Revolve, Shopify Meridian Finance Group, Avalon Risk Management, Roanoke Trade, International Bond and Marine Brokerage, Axia Global, KW Capital Partners Agency for International Development, The U.S. Customs and Border Protection (CBP), Department of Agriculture, US Commercial Services Los Angeles, Department of Commerce, Department of Energy, Department of State, Department of Transportation, Department of the Treasury, Export-Import Bank of the United States, Federal Trade Commission, U.S. International Development Finance Corporation, Small Business Administration, United States Trade and Development Agency, United States International Trade Commission, Port of LA, Port of Long Beach, LAWA, CDFA, California Travel, and Tourism Commission, GO-BIZ

REFER TO THIS GRAPHIC TO LEARN SOME OF THE COMMON JOB TITLES YOU CAN USE IN YOUR SEARCH.



Page 09 Sales & Procurement:

Account or Customer Service Representative

Responsible for ensuring that customer needs are translated properly and understood by all internal departments that may handle issues pertaining to the client's work. Assist with data processing, handle complaints and ensure that customers get the best possible experience. Act as a link between company and clients or customers, and responsible for assessing a client's needs and finding ways to meet them. Customer service reps span almost every industry and can be a good entry point.

- Median Annual Salary CA: \$39,874 Source: EDD

Export Sales Representative

Usually employed by companies with a small number of foreign customers buying relatively technical products where it is not practical to hire sales personnel in the local market. Provide leadership in discovering customer needs and determining product solutions.

- Median Annual Salary CA: \$89,387 Source: EDD

International Trader

Involved in both the export and import of goods and services. Act as an agent on behalf of buyers and sellers or as a distributor. Provide an integrated package of logistical services, including transportation, documentation, shipping, and insurance.

- Avg. Annual Salary CA: \$105,228 (for International Trade Specialist) Source: Salary.com

International Trade Specialist

Independent brokers monitor activity in specific markets and earn commission by matching buyers and sellers. Assess a company's product line and advise them on what is exportable. Advise on local regulations and product adaptation and help design market entry strategies.

- Avg. Annual Salary CA: \$104,082 Source: Salary.com

Procurement Clerk

Take purchase requests from departments within a company and get price quotes from suppliers. Contact suppliers to schedule deliveries or to discuss shortages or missed deliveries. Also known as purchasing assistants or departmental buyers.

- Median Annual Salary CA: \$46,132 Source: EDD

Purchasing Agent

Buy goods and services for employers, which are used in the production process or sold as-is for profit.

- Median Annual Salary CA: \$70,495 Source: EDD

Sales Representative

Responsible for selling a company's products by identifying leads, educating prospects on products through calls, training, and presentations, and providing existing customers with exceptional support. Sales reps span almost every industry.

- Median Annual Salary CA: \$64,677 Source: EDD

Page 11 Global Marketing:

Foreign Market Researcher

Conduct analyses that break the market down into component categories. Consider buyer characteristics and needs, competitor strengths and weaknesses, market access issues, distribution mechanisms, regulatory structures, and the business environment.

- Median Annual Salary CA: \$71,900
(For Market Research Analysts and Marketing Specialists) Source: EDD

International Business Development Manager

Discover foreign markets for the company's products, and for developing and executing market entry strategies. Market entry includes forming partnerships and alliances, arranging acquisitions and mergers, and negotiating distribution agreements.

- Median Annual Salary CA: \$77,164 (For Business Operations Specialist) Source: EDD

International Marketing Manager

Responsible for developing foreign markets and managing the company's marketing activities. Create a marketing strategy to enter new markets, relying heavily on consumer research to make sure the product or service will be successful.

- Median Annual Salary CA: \$71,900
(For Market Research Analysts and Marketing Specialists) Source: EDD

Interpreter/Translator

Translate or interpret written, oral, or sign language text into another language for others. Interpreters deal with oral communication and translators work with written communication; however, some individuals can do both.

- Median Annual Salary CA: \$58,815 Source: EDD

Marketing Representative/Associate

Concept and execute strategies for developing foreign markets, gather information by participating in trade shows, and meet with business executives, government officials, officers of industry associations, and prospective partners. Focus on promotion, advertising, trade show participation, incoming trade missions, and other events that develop the market in general.

- Median Annual Salary CA: \$71,900
(For Market Research Analysts and Marketing Specialists) Source: EDD

Product Designer

Create customized products for foreign markets based on consumer and buyer preferences. Consider differences in both consumer tastes and regulatory requirements. Conforming to local regulations concerning product quality, design, labeling, and packaging is critical for the job.

- Average Annual Salary: \$75,000 Source: Global Trade Careers Site

Compliance Analyst

Ensure that an organization's operations and procedures meet government and industry compliance standards. Research regulations and policies, communicate requirements, and apply for compliance certification on behalf of their organizations.

- Median Annual Salary CA: \$82,071 Source: EDD

Customs Agent/Broker

Facilitate and coordinate the import and export of goods by preparing customs documentation and ensuring that shipments meet all applicable laws. Determine duties, taxes payable, and process payments on behalf of your clients. Represent clients in meetings with customs officials, and apply for duty refunds and tariff reclassifications. Manage the interface between the transportation company, the client, and the governments of the importing, exporting, and transshipment countries... Requires a deep understanding of U.S. Customs and Border Protection regulations, passing of a test on these regulations, and a background check.

- Median Annual Salary CA: \$58,536 (For Brokerage Clerks) Source: EDD

Customs Entry Writer

Entry-level position individuals freight forwarding and customs. Prepare customs documentation, and ensure that shipments meet all applicable laws to facilitate the import/export of goods. Determine and track duties and taxes payable and process payments on behalf of the client. Sign documents under a power of attorney. Represent clients in meetings with customs officials and apply for duty refunds and tariff reclassifications. Coordinate transportation and storage of imported goods.

- Avg. Annual Salary CA: \$54,65 Source: Salary.com

Customs Inspector

Enforce customs and immigration laws and regulations, and are employees of the US Federal government. Customs inspectors check goods to make sure they are admissible, and that all duties and taxes have been paid. Commercial inspectors oversee bulk goods brought in by freight trucks, trains, planes, ships, or couriers.

- Median Annual Salary LA County: \$78,745 (For Transportation Inspectors) Source: EDD

Freight Agent/Coordinator

Manage incoming and outgoing shipping logistics for cargo transportation carriers and shipping companies. Use a computer system to network and allocate resources to efficiently distribute cargo. Determine shipping costs, find the most efficient shipping route and track cargo location.

- Median Annual Salary CA: \$45,784 (For Cargo and Freight Agents) Source: EDD

Global Logistics Coordinator

Responsible for coordinating and tracking worldwide shipments from starting point to final destination in the most efficient and cost-effective ways possible. Stay up-to-date with field developments, and keep track of various prices and route services of other shipping companies. Prepare shipping documents, i.e. customs forms and certifications for imports/exports, and perform other administrative duties which may be required prior to shipping goods. Use planning skills to maximize items which can be sent in one shipment and the speed at which items reach their destination. Coordinate storage and packaging of goods prior to embarkation.

- Median Annual Salary CA: \$98,076
(For Transportation, Storage, and Distribution Managers) Source: EDD

Import/Export Agent

Facilitate shipments crossing international borders. Ensure that shipments adhere to customs regulations. Track shipments and work with clients on reducing duties owed. Good entry path to the field of Global Logistics with agents specializing in road, air, or ocean transportation.

- Median Annual Salary CA: \$ 45,784 (For Cargo and Freight Agents) Source: EDD

International Shipping Specialist/Clerk

Arrange and coordinate international shipments and prepare all necessary documentation on behalf of exporters. Logistics companies that act as freight forwarders usually negotiate long-distance shipping with a variety of carriers, with the choice depending on the nature of the cargo and the destination, as well as time and cost constraints.

- Median Annual Salary CA: \$35,787
(For Shipping, Receiving, and Inventory/Traffic Clerks) Source: EDD

Ocean/Air Import Agent

Receive, review and process import documentation in aid of processing air and ocean import transactions. Ensure that all import-related activities are in order. Understand freight documentation, handle vendor relations, track and trace shipments.

- Median Annual Salary CA: \$ 45,784 (For Cargo and Freight Agents) Source: EDD

Supply Chain Analyst

Collect and analyze data in order to make improvements to the supply chain system. Work to promote top-notch performance from workers and lower the costs of items used in projects. Serve as the contact point for many large purchases made from outside of the company for projects. Research fair prices and negotiate with company representatives to ensure the parent company is receiving the best possible price for goods sold.

- Median Annual Salary CA: \$97,293 (For Operations Research Analysts) Source: EDD

Insurance Broker/Surety Agent

Insurance Broker: Provide insurance for the physical, commercial, and political risks associated with international trade. Arrange policies that protect their clients from a number of issues, including: against buyer insolvency, default on payments, denial of goods, contract termination, and foreign exchange conversion or transfer payment difficulties. Surety Agent: In international trade ventures, sureties are a vital way of giving potential investors confidence that investments into contracts with companies based in international trade and legal jurisdictions are recoverable in the event of insolvency. A surety agent/broker is an insurance agent that is properly licensed and properly appointed with surety bond companies.

- Median Annual Salary CA: \$76,940 (For Insurance Underwriters) Source: EDD

Commercial Banking: International Service/Trade Officer

International commercial banking offers a variety of jobs, from entry-level to upper management. As an international service/trade officer you may negotiate letters of credit, draft a banker's acceptance or conduct a risk assessment to evaluate a country's solvency, currency liquidity, and political stability. You might also check the consistency of shipment documentation to be sure it meets transaction requirements.

- Median Annual Salary CA: \$47,679 (For Financial Clerks) Source: EDD

Page 17 Global E-Commerce:

Digital Marketing Specialist/Strategist

Digital Marketers help businesses leverage the online space by providing strategic guidance on how to best take advantage of new, interactive platforms. They also analyze data and create a strategy to increase global sales. Digital strategists recommend and implement plans, from online marketing to customer service, that align with the business's overall strategy. Access to the internet, mobile penetration, and social media make it even easier to sell internationally.

- Avg. Annual Salary CA: \$54,610 (for Digital Marketing Specialist) Source: payscale.com

E-commerce Specialist/Analyst

Monitor day-to-day activity on the site and its overall performance to achieve goals like improving user experience, increasing website traffic and sales, and developing brand loyalty. Execute ad campaigns on search engines and other websites, and research and implement the latest digital marketing strategies using social media.

- Median Annual Salary CA: \$71,900
(For Market Research Analysts and Marketing Specialists) Source: EDD

Web Developer

Websites automatically give brands an international presence. Web developers create and operate these websites, ensuring that they are designed with both business and consumer in mind. They utilize knowledge of programming languages to run sites that function properly and efficiently at all times. A great web developer also knows how to optimize websites to create a better experience for international visitors. International SEO is the process of optimizing your website so that search engines can easily identify which countries you want to target and which languages you use for business.

- Median Annual Salary CA: \$83,218
(For Web Developers and Digital Interface Designers) Source: EDD

Page 30 Federal Government Careers:

Career Paths Within Federal Agencies

Civil Service at the Agency for International Development

Civil Service at the Agency for International Development performs governmental functions and acts as the essential link between strategic interests and the program content and style selected to achieve that interest.

Border Patrol Agent

Border Patrol Agents are focused 24/7 on securing our international land borders and coastal waters between ports of entry. They safeguard the American people from terrorists and their weapons, drug smugglers, and illegal entry of undocumented aliens.

International Trade Specialist/Analyst

International Trade Specialist/Analysts are responsible for coordinating credit and financial activities and obtaining payments for import/export operations. Acts as an advisor on matters of tariffs, markets, and federal and foreign regulations.

Commercial officer

Commercial officers abroad promote U.S. exports and support the interests of American companies in project bidding and trade disputes.

Foreign Commercial Service Officer

Foreign Commercial Service Officers serve overseas to provide in-country leadership for U.S. export promotion programs.

Program Analyst

Program Analysts (National Security Program) are responsible for analyzing and evaluating the DOE's national security programs.

Consular Officer

A Consular Officer serving overseas protects the interests of American citizens traveling or living abroad. In this job, you'll assist Americans who have been in serious accidents or who have other emergencies.

Economic Officer

Economic officers are responsible for providing their post and Washington with information and analysis on significant economic developments in the host country.

Logistic Management Specialist

Logistic Management Specialists perform agency-wide logistic support duties. You might assist in developing specific support requirements relating to legacy, command, control, communications, computer, and intelligence assets.

Customs Inspector

Customs Inspectors undergo eleven weeks of rigorous physical and educational training at the Federal Law Enforcement Training Center.

Loan Specialist

Loan Specialists serve as senior credit officers in the trade finance division of the Structure and Trade Export Finance Group.

Foreign Service at the Agency for International Development

Foreign Service at the Agency for International Development addresses global challenges in overseas offices. Apply technical knowledge, program design, management, and evaluation expertise to improve health and food security, address global climate change and help countries achieve the United Nations' Millennium Development Goals.

USAID Foreign Service Junior Officer

USAID Foreign Service Junior Officers program is the gateway into all USAID foreign service-related positions. Through this program, you will begin to develop your skills during a year-long training session in Washington before being assigned to an overseas post.

A WORD OF THANKS

The Global Trade Career Guide is created and sponsored by the Global Trade Sector – Los Angeles Region of the California Community Colleges in partnership with the LA Area Chamber of Commerce World Trade Week Committee. We hope this guide provides practical information regarding employment opportunities in the field of international trade.

A special thanks to the World Trade Week Education Committee, and the many individuals and organizations who consulted and are profiled in this Career Guide. Thank you for investing in our future Global Workforce.



ABOUT THE GLOBAL TRADE SECTOR – CALIFORNIA COMMUNITY COLLEGES

The Los Angeles Region Global Trade Sector of the California Community Colleges is a priority sector for the region's 19 community colleges, and its goals are to supply in-demand skills, create relevant career pathways, and get students into open jobs. Graduates with global marketing, e-commerce, and supply chain management skills will continue to be in demand. We equip the next generation of leaders in international trade through our 19 community colleges in LA County. Educators with a wide range of global expertise are at the helm, giving students relevant, real-world experiences inside and outside the classroom.

Visit the [Global Trade website](#) to learn more about our sector, and visit the [California Community Colleges website](#) to find programs that will make you workforce-ready.

For more information on this guide, contact its author Ruth Amanuel, Regional Director, Employer Engagement at ramanuel@lbcc.edu or online at [linkedin.com/in/ruthamanuel/](https://www.linkedin.com/in/ruthamanuel/)



“

If you love to travel, love different cultures, consider yourself a Global Citizen there are many paths in the Global Trade Sector for you. The goal of this guide is to demystify the Global Trade sector, and chart a clear pathway for students. Our mission is for students who are already bi-cultural, multilingual or those who have never stepped outside of their immediate communities to take advantage of the wealth of opportunities in a Global City like Los Angeles. ”

Ruth Amanuel - Regional Director, Global Trade, California Community Colleges

ABOUT THE LOS ANGELES AREA CHAMBER OF COMMERCE AND WORLD TRADE WEEK SOUTHERN CALIFORNIA

Founded in 1888, the Los Angeles Area Chamber of Commerce is the oldest and largest business association in the region. As one of the most influential business associations in southern California, we represent the interests and the voice of business throughout the five counties we serve. The Chamber's mission is to design, advance opportunities and solutions for a thriving regional economy that is inclusive and globally competitive. Its member companies work together to promote a prosperous economy and quality of life in the Los Angeles region.

Celebrating its 95th Anniversary, World Trade Week Southern California, an initiative of the LA Area Chamber, is the most extensive and unique program of its kind in the country. WTW dedicates itself to educating the community on the positive aspects of international trade and its immense economic impact on the local and national economy through educational programs and events.

Visit lchamber.com and globaltradecareers.com about LA Area Chamber Global Engagement and education initiatives.

For more information on the LA Area Chamber, contact **Jasmin Sakai-Gonzalez**, Director, Global Trade & Foreign Investment at jgonzalez@lchamber.com | lchamber.com

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A special thanks to Ruth Amanuel, content lead and project manager for the career guide, world trade week education committee and the many individuals and organizations who consulted and are profiled in this publication. Thank you for investing in the future of our workforce.



LOS ANGELES AREA
CHAMBER OF COMMERCE

