

~~Anthony H. Goolsby~~

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Introduction to International business

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Job Shadow

Contact: Jerry Johnson
Title: Regional Sales Director
Company: Verizon Wireless
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How did I become interested in his field?

I became interested in international communications through my business relationship with Jerry. My previous employment was with Sodexo a company based in France.

Jerry what is the best educational preparation for this field?

I feel that a formal education in international business and business management with some training in the communications field is very important. A long with all of your formal training you must be able to interact with people on a personal level.

What kind of growth patterns are you seeing in the fields that I should consider in my decisions?

Growth pattern that I am currently seeing, technology has enabled us to communicate on a global basis. Technology has given us the ability to translate

languages simultaneously. Companies are expanding at an accelerated rate, by outsourcing many of their supplies/services outside their countries.

Being able to communicate through satellite links, offers companies an alternative to traditional media's. It has become more economical feasible for companies to utilize satellite time.

From your experience with individuals in this field, What personal attributes do you think are essential for success?

I feel the same attributes that you would need in any aspect of life or business to be successful, is to embark in a field that you enjoy and have a passion for. Be confident in yourself, respectful to others. But most of all you need to understand the environment/protocol of your client.

What professional journals or organizations should I know about in this field?

There are many companies in the marketplace today Time Warner, Verizon Wireless Communication and Charter Communications which is a company that is up-and-coming in many ways, just to mention a few.

What skills are needed in this field in which one should I be concentrating on at this point in my education?

Tony, from our conversations I think the path you are currently on is a great path with your experience, background and your educational goals, is exactly what we're looking for. You may also want to take some classes in public speaking. I would also advise you to get into an internship program that will give you viable hands on training and exposure.

What experiences have you had that have been invaluable to you in learning new job?

The majority of my background and experiences is in sales, sales of wireless communication devices which is invaluable to me. The smooth transition from personal wireless communication to satellite communication was seamless. I say this because at the end of the day, you have to be able to connect, to that person or persons at their level regardless of the volume of the sale.

What is a typical workday like? Would it be possible for me to observe one sometime?

That all depends on what's on the schedule, we provide services to companies around the world so dependent upon who has rented time on the satellite, dictates my schedule for that particular day or week. I'm not only responsible for ensuring that my department meets its sales objectives, I'm also responsible for ensuring that the services that we provide are in accordance with our client specifications. Satellites are set up and are being monitored properly if there's any changes, issues or concerns that I am available to address those issues.

What are some of the difficulties of your field and what motivates you to stay in spite of them?

That would have to be amount of time that he devotes to his field, because we are providing service to all corners of the world you have to be available/accessible to your client day or night. That may mean conducting business with a client at one or two o'clock in the morning. It would be easy to say the compensation package, but I also enjoy the environment that the company has created for me and all members of my staff.

What type of advancement opportunities are available in the field?

As technology continues to be developed companies seek ways and means to increase productivity and profitability the opportunities in communication is endless.

What else should I know in order to make a informed decision about going into this field?

Be prepared to work long and hard, understanding that no one is going to give you a multimillion dollar contract. You have to earn a clients respect by providing the services that not only meet there expectation but exceeded it.

Can you recommend someone else for me to talk to in this field? When I call him or her man I used your name?

Warren Johnson, regional sales Director at Tyson Foods.

Do you know of comparable job title that I should be exploring?

The Vice President Of Sales.

Do you offer experiential learning opportunities such as internships or summer employment? If so what class level of college student do you accept? Who should I contact for more information?

Yes, we do offer both, internships and summer programs. The requirements depend on the program. For more information contact the Personnel Department/HR.

Would you be willing to critique my resume?

After critiquing my resume I made some adjustments to.