



RUTGERS

Rutgers Business School
Newark and New Brunswick

Marketing Major

Description & Careers

The Field

Marketing is the management process through which goods and services move from concept to the customer. Whether it is communicating offline or online, marketing is an integral part of business. Career opportunities in marketing are quite extensive and diversified. Many marketing positions give a considerable amount of discretion to people early in their careers. A marketing career is excellent preparation for a path to top management positions which are responsible for creating and guiding the messaging in all types of organizations.

Marketing offers career opportunities for people with varying educational backgrounds. A bachelor's degree is generally required for most management training positions in marketing, sales, public relations and advertising. A master of business administration degree is increasingly necessary for marketing research, marketing consulting, brand management, senior management and industrial sales positions. Frequently, marketing consultants, marketing research directors, and marketing professors have earned Ph.D. degrees in marketing or related subjects.

Positions

Marketing students are prepared for positions such as copywriters, media directors, account executives, marketing researchers, product development managers, public relations managers and more. They land jobs in some of the biggest marketing agencies in the world, and in large corporations that have in-house marketing departments. They work with sales departments, creative, and even IT when working in online marketing. From creative advertising work to quantitative market research, marketing majors help manage a brand and sell products and services. A marketing background can also train a person to operate his or her own business.

Compensation

According to the 2012 U.S. Bureau of Labor Statistics *Occupational Outlook Handbook*, bachelor's degree candidates in marketing received offers with a median salary of \$60,000.

Key Facts:

- ◆ Rutgers Business School offers marketing case competitions
- ◆ Advertising, marketing, promotions, public relations, and sales managers work in offices close to those of top managers
- ◆ 80% of advertising, marketing, promotions, public relations, and sales managers work 40 hours or more a week
- ◆ Industry-connected professors help RBS students access exciting jobs at global marketing agencies on Madison Avenue, startup companies, and across industries in New York, Philadelphia and tri-state area

Excellence

Talented students, outstanding and demanding faculty, prestigious research University.

Diversity

Diverse and driven student body, diverse faculty, and a wide array of programs in diverse locations.

Access

Education that prepares students to make positive contributions to the economy of New Jersey and the world.