



MORAI PRESENTS
LOGISTICS INC.

GETTING STARTED ON YOUR LOGISTICS CAREER

We love to put order in your chaos.

Morai Logistics Inc. is a 3rd party logistics provider with an operating agency agreement representing Mode Transportation. We are a powerhouse logistics team based in the Greater Toronto Area and do business throughout North America, including Mexico. Our team is dedicated to our terrific clients and we strive to take the chaos out of your supply chain. We are always on the lookout to do exceptional work with remarkable people and companies!



Contents

INTRODUCTION

WHY LOGISTICS?

DECIDING WHICH SECTOR
OF LOGISTICS

I. Inbound Logistics

II. Outbound Logistics

III. Retail Logistics

WHAT CAN YOU OFFER?

QUICK INTERVIEW TIP

CONCLUSION

Introduction

Logistics is an industry that offers many career opportunities for those with an interest in a career built upon **innovation, problem-solving, and efficiency**. However, getting started in the logistics industry can seem difficult to someone who is at the beginning of their career path.

This eBook serves as a general guide to hopefully help those interested in the logistics and supply chain industry to take their **first step** in such a [rapidly growing industry](#).



INNOVATION



PROBLEM SOLVING



EFFICIENCY



Why Logistics?

Why Logistics?

The key to success to any business, venture, or career, is to have a strong foundation. That means knowing yourself, what you want, why you want it, and what you can offer.

If an employer asked you why exactly you are interested in pursuing a career in logistics, what would you answer? An [article](#) on Logisticsdegree.net, and one from [BrazenCareerist.com](#) both give several reasons as to why logistics is such an interesting field to be involved in. They are:

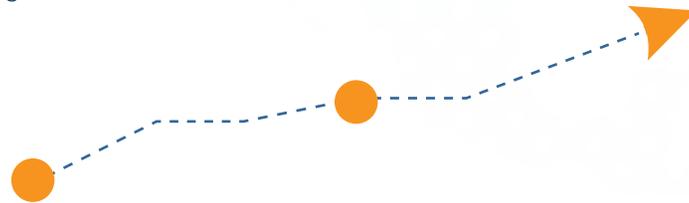


SALARY

- The Bureau of Labor Statistics reported a median [annual wage of \\$73,400](#) in May 2013. This figure rises significantly when you have a master's degree and experience.

STABILITY

- The logistics industry has a huge impact on the domestic and global economy, and it greatly affects our quality of life. The United States [logistics and transportation industry](#) cost nearly \$1.3 trillion in 2011. It's sustainable, rewarding, exciting and growing fast.



UNLIMITED OPPORTUNITY

- Under the logistics umbrella, you have customer service, transportation, operations, purchasing, warehousing, materials handling, strategy, inventory control and forecasting.

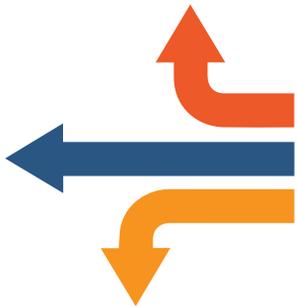
JOBS AT EVERY EDUCATION LEVEL

- This field has entry-level positions as well as career opportunities for job seekers with more experience. The reason for this is because of the importance of [soft skills](#)—those personal qualities that affect your workplace relationships—which will have companies want to hire you.



PLENTY OF VARIETY

- Logistics is a diverse industry with [a wide variety of sub-sectors](#), from Fortune 100 companies to startups, in many industries, including food and beverage, consumer goods, industrial goods, pharmaceuticals and healthcare, retail and government.



GAIN INTERNATIONAL BUSINESS EXPERIENCE

- The logistics industry continues to expand in this increasingly global economy, as do the opportunities to work or relocate abroad; most logistics companies have relationships with both domestic and international companies.





Deciding which sector of logistics

Sectors of Logistics

Logistics is a broad field with many different areas of specialization and career options. Broadly speaking however, [the main areas of logistics according to TargetJobs](#) are as follows:

I. INBOUND LOGISTICS, which involves:

SOURCING

- Finding the required items (such as raw materials) and making sure they're the right quality; getting quotes from suppliers and making deals to keep costs as low as possible.



TRANSPORTATION

- using the most efficient means to transport items from the supplier to the site where they're needed.

STORAGE

- keeping items so that they're accessible when needed. It's more efficient to supply items 'just in time' – storing items for a short time requires less space



II. OUTBOUND LOGISTICS, which involves:

STORAGE

- storing the finished product until it can be distributed – again, it's more efficient to hold stock for a short time.

DISTRIBUTION

- transporting products to customers and clients in the most efficient manner.

III. RETAIL LOGISTICS, which also involves sourcing, transportation and storage, as well as distribution management when the retail is done through ecommerce and catalogue sales





What can you offer?

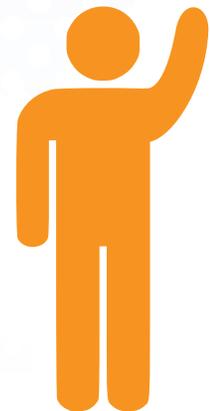
What can you offer?

You have your resume ready, your [career ambitions defined](#), and a list of industry-specific as well as general job search sites saved on your browser. It's time to determine what you can offer to potential employers.

As mentioned earlier, the logistics industry is broad and allows for a variety of education levels. However, it's important to realize that while some entry-level positions (such as van driver, dispatcher, or scheduler, etc.) are more open to different educational backgrounds, other entry-level positions (such as operations research analyst or process associate) may require Bachelor's degree or other certifications. It's important that you dive deep, and carefully research what is required of you in different positions.

Logisticsdegree.net offers [some helpful advice](#) in regards to this,

“You'll save yourself time and rejection-related heartache if you limit the scope of your search to what you can realistically accomplish at this point in your career. If you've been working in the logistics field for a year or more, assess your experience based on your inside knowledge of the industry. [Salary.com](#) is an excellent resource for researching job descriptions, requirements, and expected salaries.”



Quick Interview Tip

Probably the most intimidating part for anyone freshly starting their career is the interview process. The fear that a glowing resume, references, and work history can be undone by a bad job interview is one that affects up to [92% of Americans](#).

There are a number of sites that give great advice on how to tackle and prepare for the most common interview questions. However, the most intimidating, and difficult question to answer is almost always be, “why should we hire you?”

This [article](#) on [InterviewSuccessFormula.com](#) is not only a good read for preparing for an interview for a logistics, but also gives great advice in answering the question.

It’s the classic elevator or sales pitch question – a 1-minute monologue that explains who you are, your business skills, your goals, and what you can do for them (your value). (As an aside, the Harvard Business School has created an interactive [“elevator pitch builder.”](#))



Conclusion

Logistics may not suit everyone, but if problem solving and being a vital cog in a set-up is your thing, it could be a great career with many options.

If you decide this dynamic, flourishing industry is for you, then hopefully this eBook has been helpful on your start towards a successful logistics career.

