



What can I do with a Major in...

Major: Merchandising

O*net Outlook Link to Career Titles

[Retail Salespersons](#) InDemand

[Wholesale and Retail Buyers, Except Farm Products](#) InDemand

[General and Operations Managers](#)

[Purchasing Managers](#) InDemand

[Parts Salespersons](#)

[Merchandise Displayers and Window Trimmers](#) InDemand

[Receptionists and Information Clerks](#)

[Home Economics Teachers, Postsecondary](#)

[Stock Clerks, Sales Floor](#)

[First-Line Supervisors/Managers of Retail Sales Workers](#) InDemand

[Adjustment Clerks](#) InDemand

[Marking Clerks](#)

[Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products](#) InDemand

[Driver/Sales Workers](#) InDemand

[Order Clerks](#)

[Purchasing Agents, Except Wholesale, Retail, and Farm Products](#)

[Stock Clerks- Stockroom, Warehouse, or Storage Yard](#)

[Purchasing Agents and Buyers, Farm Products](#)

[Sales Representatives, Agricultural](#) InDemand

[Sales Representatives, Chemical and Pharmaceutical](#) InDemand

[Tax Examiners, Collectors, and Revenue Agents](#)

[Sales Representatives, Services, All Other](#)

[Sales and Related Workers, All Other](#)

[Couriers and Messengers](#)

[Order Fillers, Wholesale and Retail Sales](#)

[Freight, Stock, and Material Movers, Hand](#) InDemand

[Demonstrators and Product Promoters](#) InDemand

[Door-To-Door Sales Workers, News and Street Vendors, and Related Workers](#)

[Pharmacy Aides](#) InDemand

[Immigration and Customs Inspectors](#)

[Correspondence Clerks](#)

[Interior Designers](#)

[Counter and Rental Clerks](#) InDemand

Examples of Employers Recruiting UNT Merchandising Majors:

Albertsons

Art Squad

Auntie's Beads

BTWW Retail, L.P.

Carmax

CIP Marketing Corporation

Dal-Tile Corporation

Dillard's

Far Fetched

Fast Forward

Haggar Clothing Co.

IMC, Inc.

Ivy Jane

JCPenney, Inc

Michaels Stores Inc.

Neiman Marcus Direct

Old Navy

Pacific Northern, Inc.

PAJ, Inc.

Perennial's

Prince & Princess International

Sally Beauty Co.

Steve & Barry's University Sportswear

The Apparel Group

The Oprah Magazine

Thorn Network, Inc.

Wisteria

Zale Corporation

Links:

Job Search Websites:

www.allretailjobs.com

www.visualstore.com

www.jobsinfashion.com

www.fashioncenter.com

www.fashioncareercenter.com

www.apparelsearch.com

www.fashion-job.com

www.fashion.net

www.stylecareers.com

Associations:

[American Fiber Manufacturing Association](#)

[American Apparel and Footwear Association](#)

[National Association of Display Industries](#)
[National Retail Federation](#)
[Retail Advertising and Marketing Association](#)

Student Organizations and Campus Links:

[SMHM Ambassadors](#)
[Merchandising Inc.](#)
[School of Merchandising and Hospitality Management](#)
[UNT Merchandising Expo](#)
[Models of Style Exposed](#)
Fashion and Design Society

Majoring in Merchandising:

Apparel, home furnishings and textile courses allow you to critically analyze merchandising strategies as they relate to the development, distribution, evaluation and use of fashion-oriented products. Bachelor's degree programs are available in merchandising, home furnishings merchandising and electronic merchandising.

As a merchandising major, you will take courses in consumer studies, textiles, fashion theory and trend analysis, brand development, promotion, and merchandising mathematics.

Courses taken by home furnishings merchandising majors include decorative accessories merchandising, advanced CAD applications, estimating for home furnishings, survey of historic and contemporary styles, and merchandising ventures, among many other innovative classes.

Electronic merchandising is an interdisciplinary degree that draws course work from merchandising, cognition and technology, journalism, and business. It prepares you to be a merchandiser of web sites and to serve as the link between consumers and information technology specialists.

In addition, you must complete 18 hours of course work in business administration, including courses in accounting, management, marketing and retailing.

Merchandising faculty members work closely with the Dallas-Fort Worth fashion industry to tailor the programs to meet the needs of the profession. The Executive-in-Residence program brings merchandising executives to the school for lectures and meetings with students. In addition to taking courses on campus, you may earn 3 hours of credit through a merchandising study tour. Class destinations include New York City and Dallas where you can tour showrooms, manufacturing facilities, retail establishments, museums and significant historical structures. Study abroad programs, in places such as Malaysia and Hong Kong, offer you international exposure to the fashion industry.

<http://www.unt.edu/pais/insert/umdse.htm>

General Information on Careers in Merchandising:

Merchandising is an exciting and challenging field, with national and international career opportunities in fashion-related textile, apparel and home furnishings industries. Merchandising encompasses the planning, developing, presenting and selling of fashion products in consumer-driven markets. Merchandisers often work at a fast pace, buying or selling large inventories of fashionable clothing, accessories and home furnishings. They must determine customer demand, make decisions and solve problems, while ensuring that merchandising is the company's profit center. A growing emphasis on private-label brands offers opportunities for graduates to become involved in product development.

A merchandising degree can help prepare you for many positions in fashion-related industries. In retail store operations, you can become a store manager, overseeing the operations of a large retail outlet and directing a staff of managers and sales associates. Career opportunities extend to catalog and electronic retailers and other non-store retail formats. You might work in wholesale as a sales representative, assisting retailers with merchandise assortments and managing inventory for a retail chain, or as a supplier to retail stores, selling an apparel or accessory line for the manufacturer. If you like working directly with fashion products, then quality control and product development careers offer you direct involvement in creating and bringing innovative products into the market.

The University of North Texas' merchandising program is recognized as one of the most comprehensive in the region and nation. The merchandising division was the recipient of the American Textile Manufacturers Institute Award for Excellence for innovative and exemplary programs and research. Graduates have worked as merchandisers for companies such as The Bombay Co., Fossil, J.C. Penney Co. Inc., The Limited, Neiman Marcus, Nordstrom, Target, Tuesday Morning and Zale Corp.

UNT's [Career Center](#) can help you prepare to pursue your career. The center has information about jobs and employers, and the staff can help you with resume and letter writing, job search strategies and interview preparation.

<http://careercenter.unt.edu/>

In addition, professional development events, such as the annual Merchandising Expo, bring recruiters from major fashion and home furnishings companies to campus to talk with you about career opportunities.

<http://www.unt.edu/pais/insert/umdse.htm>