

EN ROUTE TO A

# Successful Career in Global Trade



## 2022 Forecast

Source: Statista



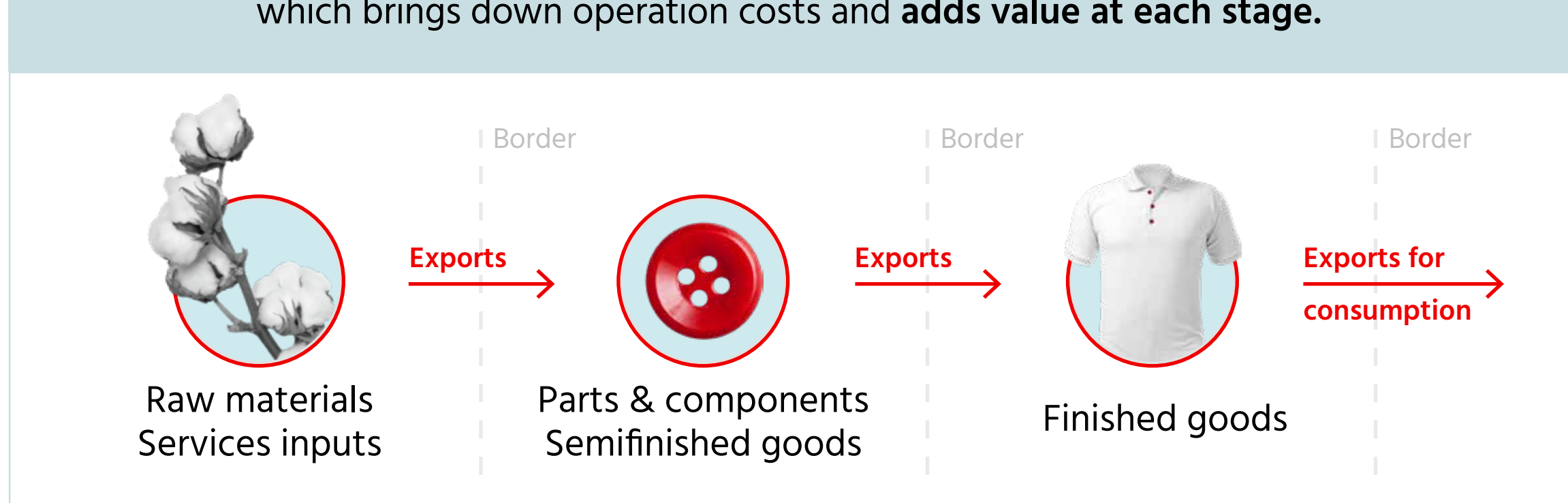
The value generated by international trade is growing faster than the global GDP, creating employment everywhere it goes and grows.

Along with creating opportunities, global trade patterns are also redistributing jobs to align with what are known as **Global Value Chains (GVCs)**.

## What is a Global Trade Value Chain?

Most international goods require components from more than two countries.

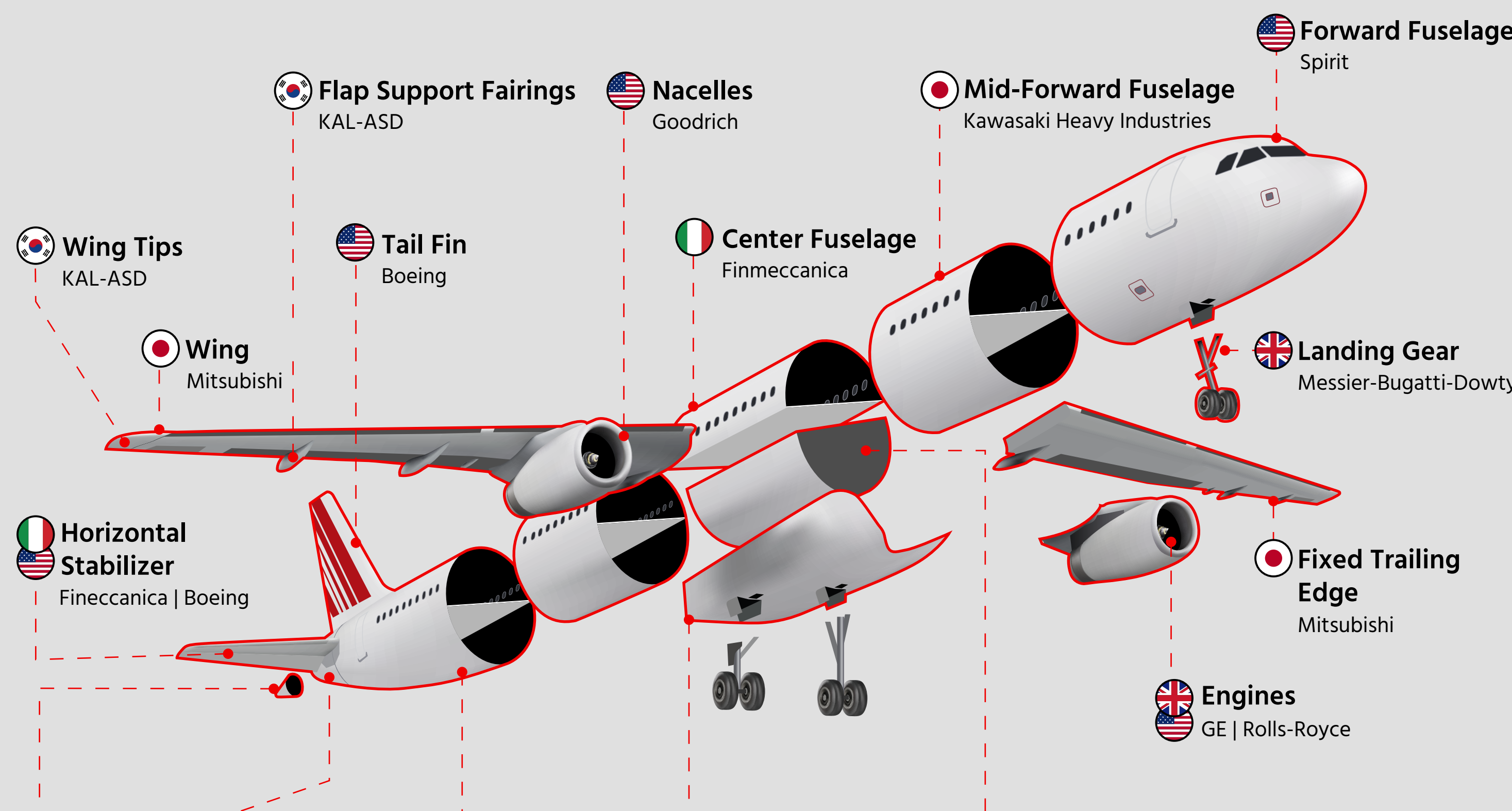
Each company/country involved in trade across borders pools its expertise which brings down operation costs and **adds value at each stage**.



More than half of all global trade depends on GVCs.

**Let's take a look at an example.**

## The Global Value Chain of an Airplane



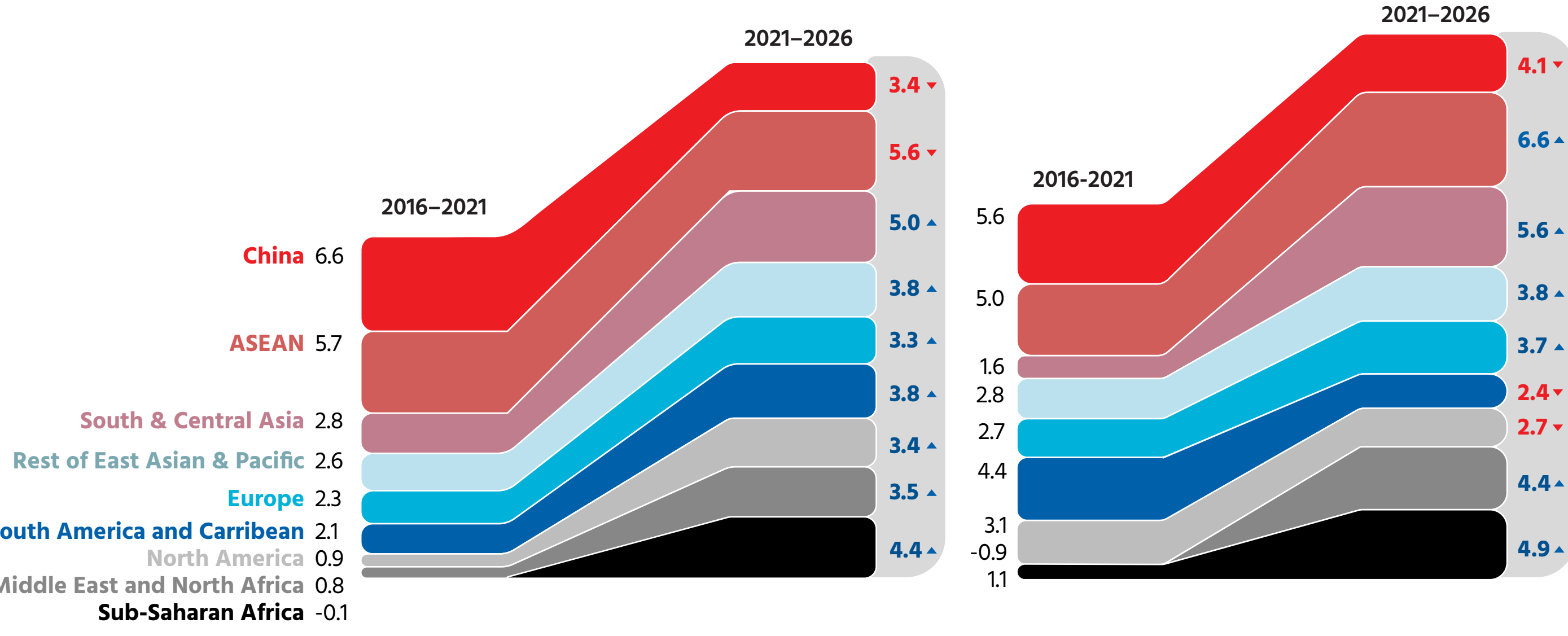
Source: Boeing

The increasing adoption of Global Value Chains is creating lucrative education and career opportunities that are evolving according to the trade participation of different countries. **This means the biggest trade hubs are expected to offer the most jobs.**

Source: OECD (2017)

## Trade Volume Growth Rate by Region

Data from 2021-2026 is taken from IMF forecasts  
Source: IMF World Economic Outlook (April 2022)



## Jobs in International Trade

Careers across GVCs are diverse and provide opportunities to advance in broad-scope as well as highly specialized roles.

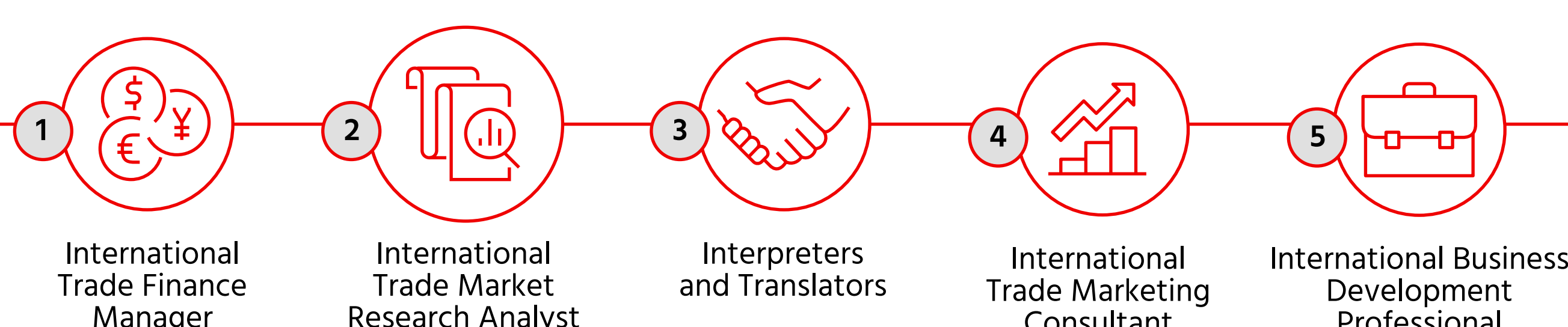
			Sales and Marketing	
			Interpreters & Translators	Product Manager
			International Trade Marketing Consultant	Global Marketing Manager
			International Trade Marketing Officer	Trade and Marketing Associate
			Global Engagement Specialist	International Trade Marketing Director
			International Sales Manager	International Business Development Officer
Finance	Legal and Regulations	Research, Strategy and Consultancy	Operations	
			Global Supply Chain Specialist	Foreign Trade Merchandiser
			Global Shipping Specialist	Global Distribution Manager
			Export Coordinator	Import Coordinator
			Procurement Specialist	Ocean Import Specialist
			International Trade Finance Manager	International Trade Compliance Specialist
			Market and Trade Strategist	Customs Compliance Specialist
			Trade/Regional Integration Expert	International Trade Counsel
			Trade Economist	Trade Regulation Specialist
			International Trade Specialist	Trade Insurance Officer

Sources: Workopolis, UN jobs, Zippia, Trade Ready, SSRN, learn.org, LinkedIn and U.S. Bureau of Labor Statistics

## Which jobs have the highest demand?



Market Research Analyst is one the **top five jobs of the future.** Source: Zippia



Many of these global trade roles require higher educational levels and attract higher salaries.

Source: World Trade Organization (2019)

## Median salaries for skilled labor in 2022



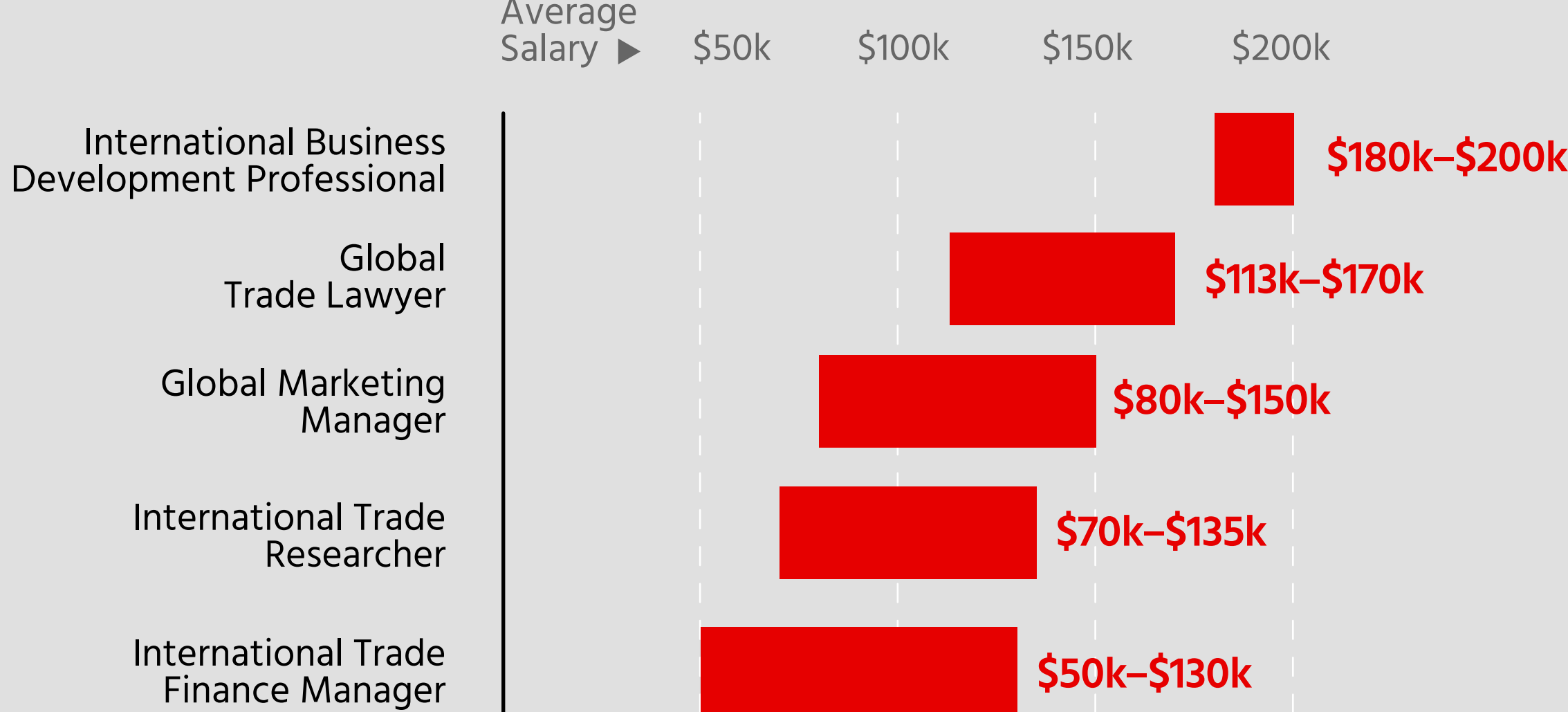
**62.8%** of international trade specialists have a bachelor's degree education or higher.



Source: Zippia  
Currency values are in USD

But currency values across countries impact the median salaries and on their own, do not convey the financial growth potential in the field. **Some of the highest paying jobs in global trade are related to sales, trade research and import/export trade finance.**

## The Highest Paying Global Trade Jobs



Source: Zippia

## Introducing the QS International Trade Rankings of Master's Programs Worldwide

The Hinrich Foundation and QS have launched the International Trade Rankings, the first ever specialized ranking of master's trade programs globally.

Through the Rankings, the Hinrich Foundation supports students to identify programs that will secure them employment, accelerate their trade careers, and enable companies to hire work-ready talent.



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