

Management - Procurement

Purchasing and procurement involve acquiring the materials, supplies, and services necessary for an organization to function. In many companies, more than 60% of revenue is spent on these purchases, making effective procurement management critical to overall performance.

Purchasing roles typically fall within the procurement department, where professionals are responsible for selecting vendors, negotiating contracts, and collaborating with departments such as operations, supply chain, finance, and accounting. As a key component of the supply chain, the purchasing function supports a company's operational needs and ensures the procurement process runs efficiently.

Careers in purchasing and procurement can be both challenging and highly rewarding. This role is a cornerstone of any organization. Whether sourcing goods from local suppliers or managing global supply chains, securing essential services at the right price and time is critical to a company's success.



Source: Job Search Tech

Average Salary & Trajectory*

Entry-Level

\$73,000 annually

- Materials Buyer
- Buyer/Planner
- Materials Planner
- Purchasing Agent
- Sourcing Agent
- Cost Analyst

Mid-Level

\$104,000 annually

- Sr. Buyer
- Commodity Buyer
- Procurement Manager
- Supply Chain Analyst

Senior-Level

\$164,000 annually

- Director of Procurement
- Director of Global Sourcing
- Director of Supply Chain
- Purchasing Manager

Learn More With O*Net

Visit O*Net Online to explore the sample roles in entertainment and hospitality. The database provides career exploration tools to the public at no cost and is continually updated by surveying a broad range of workers from each occupation. Learn about the knowledge, skills, tasks, and activities required for each occupation, as well as median wages and employment trends reported by the Bureau of Labor Statistics and other federal agencies.

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Visit O*Net Online at www.onetonline.org

02

Refer to the sample job titles listed in the "O*Net Keywords" section below.

03

Enter phrase into O*Net's "Occupation Search" to explore sample roles.

O*Net Keywords:

- Purchasing
- Procurement
- Buyer
- Supply Chain

Roles:

- Procurement Clerk
- Wholesale and Retail Buyer
- Purchasing Agent
- Purchasing Manager

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Skills/Experience Suggested:

- Effective problem solving and analytical skills
- Strong focus on quality, efficiency management and process improvement
- Team player with strong leadership skills and ability to motivate others
- Strong interpersonal communication and critical thinking skills

Advanced Degrees:

- Master in Operations Management
- MBA in Supply Chain Management
- Master of Science in Supply Chain Management
- MS in Procurement and Contract Management
- PhD in Supply Chain Management

Professional Associations:

- APICS Certified in Production and Inventory Management (CPIM)
- APICS Certified Supply Chain Professional (CSCP)
- APICS Certified in Logistics, Transportation and Distribution (CLTD)
- Certified Professional in Supply Management (CPSM)
- Council of Supply Chain Management Professionals SCPro Certification
- Certified Purchasing Professional (CPP)

Professional Associations:

- American Purchasing Society (APS)
- American Production and Inventory Control Society (APICS)
- Institute for Supply Management (ISM)
- Institute for Public Procurement (NIGP)
- Council of Supply Chain Management Professionals
- Association for Operations and Supply Chain Management (AOSM)

Industry Research & Tools:

- Cips.org/careers
- scmtalent.com/strategic-sourcing-procurementcareer-paths
- [What Can I Do with This Major](#)
- Fullerton.vault.co – Login with CSUF email

Job & Internship Search Sites:

- Careerbuilder.com
- Simplyhired.com
- Indeed.com
- Fullerton.joinhandshake.com
- LinkedIn.com
- Titan Connection
- Glassdoor.com
- ziprecruiter.com

Employers Hiring CSUF Business Graduates:

