



Master of
Industrial Distribution
COLLEGE OF ENGINEERING

MID

Success Stories

AGGIE GRADUATES IN INDUSTRY

Q & A with



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What did you like best about MID?

"Wow! There are so many different features that I could name to answer this. I suppose what I like best is that it is an online degree program for the working individual, from a highly reputable university."

Were you able to implement any knowledge at work immediately?

"Absolutely! The MID program really helped bring me out of the silo of my desk and my role and helped me to think more strategically in my day to day tasks and in my contribution to the overall corporate objectives. From the work we did in our Global class, with our assigned company, and the discussion boards in that class, I have a better understanding of how a company has to think, research, plan and prepare when making the strategic decision to expand into another region or country, decide what products to sell in that region, and plan the overall logistics of how to go to market in a new region."

From the time you heard about the MID program, how long did it take you to decide to apply?

"Days, literally days! We were approaching the deadline for the third round of the application process so I knew I had to act fast in applying and gathering all the required documents. I didn't make the deadline for the 3rd round but submitted in time for the 4th round."

Did you benefit from RES Week? If so how?

"Definitely! Residency week is a MUST. It is where you build the relationships with the professors, classmates and more importantly, the teammates that you are assigned to work with as a group for the year. These teammates become lifetime connections and lifetime friends. It makes for a more



successful year in getting assignments and projects complete because in just one week, you get to know each other's strengths and how each can contribute in the most efficient way for the project."

What was your takeaways from Res Week?

"I got a valuable overview of how the year would go, expectations from the professors as well as what I could expect to learn and experience as a student. I would also say that the relationships that you build with the professors, industry experts and fellow classmates are one of them most valuable takeaways for me."

Where was your global trip to?

"As a member of the Class of 2019, I had the pleasure of traveling to Buenos Aries, Argentina for our global trip."

What was your favorite aspect of the Global Class?

"My favorite aspect of the trip is that I had the opportunity to study a global business in depth which is the one our group was assigned to, learn from other business executives that other teams worked with, all within a historic melting pot of cultures. These cultures include influence from Spain, Italy, France, Great Britain, the Middle East and Asia. What a cultural learning experience all in one place!"

What experiences did you value from that trip?

“You can read all you want from textbook and discussion boards on what companies face in running a global business but there is nothing that compares to actually sitting in a room with heads of global businesses and listening to them talk about the challenges they face in their day-to-day operations. We had the chance to ask questions from these industry experts and learn about how they strategically plan their go-to-market strategies and how they have to be flexible and agile to adjust to major economic changes such as government regulations, exchange rates, politics, social change, and employment factors.

It is amazing what they face in directing their companies to achieve their strategic objectives. I also treasure the social aspect and personal experience of the trip. Buenos Aires was such a beautiful country. The people were so friendly and so hospitable. We had some great tours as a class to some incredible places and were allowed plenty of free time to explore this charming city and surrounding regions on our own. It was a truly unforgettable experience!”

What was your capstone?

“My capstone project was Effective Sales Force Deployment by Applying Customer Segmentation Techniques.”

Did you implement?

“We implemented to an extent and then the company went another direction with stratification model that is focused more around an internal customer class vertical model and strategic product categories.”



After MID, did you get any pay increases, promotions, recognition?

“I did receive a raise that I feel rewarded my accomplishment in achieving a master’s degree

Do you utilize skillsets on a day-to-day basis that you mastered in the MID?

“Indeed! The things I learned from the Strategic Relationships in Industrial Distribution class on customer and supplier stratification gives me much more insight and working knowledge on the suppliers I work with and in helping our sale team members with their customers. I can better prioritize and utilize the resources I spend in supporting both. In our final semester course, Industrial Distribution Enterprise, we learned how to create competitive advantage in the marketplace and this is something I think about every day.

In choosing the suppliers we partner with, the inventory we purchase, the people we hire on our team, and continuously looking for ways to partner to expand our value add capabilities, I think about how each of these builds our competitive advantage as a distributor. This is the way I now work and think everyday in my current role. It makes my role more focused and driven on our department tactical steps in achieving the overall corporate objectives.”

What advice would you give someone who is thinking about a master degree?

"If you are thinking about it, it is worth it! Don't let YOU, get in the way of a BETTER YOU. This program is designed for the working individual so the online platform is ideal and the homework load is very manageable. The support you have from the MID faculty and fellow teammates is outstanding and the experience you will take with you is life changing through the knowledge you gain, the Aggie network you become a part of and the lifelong friendships you will gain."

What advice would you give to someone that is entering for the MID?

Take a deep breath and take one day at a time. It's going to be exciting and challenging but remember, if it doesn't challenge you, it isn't worth it. You will have great weeks and you will have weeks where you want to pull your hair out but remember too that these pass. Once you walk across that stage to get your diploma, you will look back and it will all be a blur and you will wonder where the time went because it really does pass very fast. The MID faculty and staff are a great support system and your teammates will be a cornerstone for you and get you through those tough weeks.

Get your homework done as early in the week as possible to eliminate stress and to possibly get ahead on reading for the next week. Meal prep and make a couple of meals on Sunday to get you through the week. Most importantly, find a routine that works for you in the first 2-3 weeks and run with it. You will find that completing reading assignments during lunch hours will be advantageous to you. Lastly, network like a machine! This provides a huge ROI on the MID program More personal than professional."

What advice would you give someone about their capstone projects?

"Sounds scary but really, it is all done in baby steps with a component of the capstone project due here and another due there. By March of your last semester, when the rough draft of the paper is due, it is really simple to complete because you have turned it all in in segments, received feedback, and made corrections so that all you are really doing in the last semester is compiling your work into a final document. Trust me on this.

The most important thing to remember, and I can't stress this enough, is to stay on track for all your capstone deadlines. DO NOT PROCRASTINATE thinking you have time to work on it. You have to stay on track with the due dates for deliverables. If you do this, you have nothing to worry about. It is about committing to yourself and to the end goal- your graduate degree, Master of Industrial Distribution."

Have you kept in contact with any of your peers?

"Without a doubt! We still have team chats to connect and share life updates, share through social media posts and hang out at happy hours with the local Aggies from Class of 2019."

If so, is it on a professional or personal level?

"Both. We connect when we need to touch base on something we learned though the MID program, get career advice, and network for career opportunities. We also share the excitement of a new job, the joy over a new baby, and the happiness of an engagement. We sometimes just touch base just because we miss each other."

Do you believe that the curriculum was sufficient to prepare you for the next steps in your career?

"Yes, I do. My company respects and appreciates the knowledge I obtained and have utilized and it has allowed me to network and gain exposure with our Executive Leadership Team. This has led to opportunities to expand my knowledge and experience from projects within our company and global organization which definitely leads to consideration for the next level."

How much time per week did you dedicate to the MID program?

"15-25 hours per week."

Did the MID program structure compliment your personal and professional lifestyle?

"It worked just fine once I found my routine and study practices that worked best for me."

Is there anything else you would like to share about the MID program?

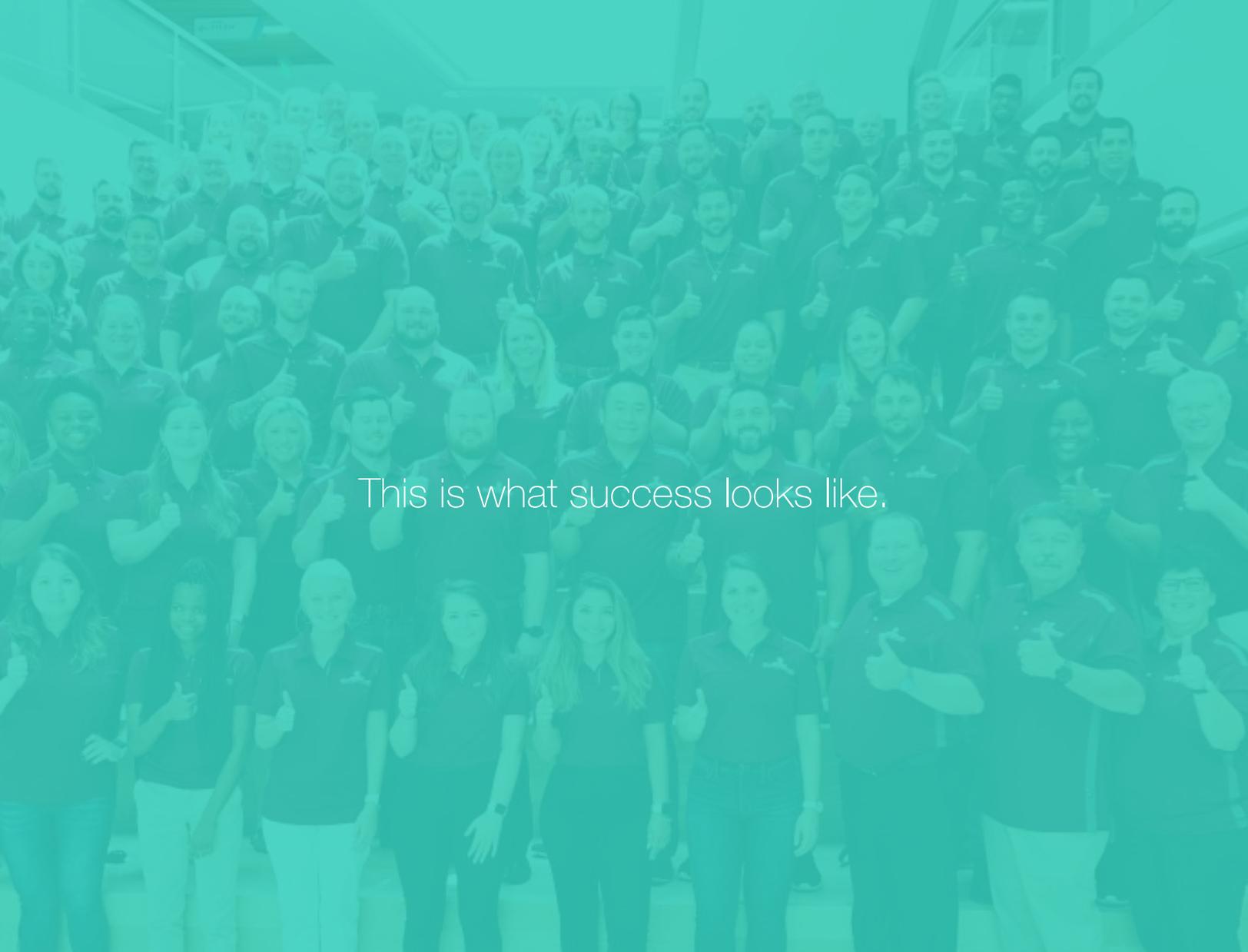
"There is nothing like looking down at my Aggie gold and getting that

sensational feeling of satisfaction in what I accomplished."

If you could summarize your MID experience, now that it has been completed, how would you do so?

"I was excited about finding an online graduate degree program from such a highly reputable university, Texas A&M that would provide actual working knowledge for my everyday role. After receiving my acceptance letter, I briefly thought, "what have I done?" I think a lot of MID students feel this way. When I got to Res Week 1, I was a little scared but once you start talking and visiting with fellow classmates, you realize quickly that you are all in the same boat and find common threads. The great thing about Res Week and why it is so important in this program is that you leave with a strong foundation and support system that will propel you through the next 2 years. Commit, be disciplined, and buckle down for 4 semesters and the ROI will be immeasurable!"





This is what success looks like.



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To learn more about the program, application requirements and information sessions, visit us at:

mid.tamu.edu