



Master of  
Industrial Distribution  
COLLEGE OF ENGINEERING

# MID

# Success Stories

AGGIE GRADUATES IN INDUSTRY

Q&A with



**Kim Summers**

MID Class 2018

Account Manager

Puffer Sweiven

## What did you like best about MID?

*"The best thing about the MID program was that it pushed me to explore other departments within my company. I've worked in Sales at Puffer for 13 years, but through the MID curriculum, I was exposed to new areas such as Operations, Accounting, IT, and the Executive Suite. This gave me the opportunity to engage with colleagues and management which I otherwise would not have had access to and helped me grow within my company."*

## Were you able to implement any knowledge at work immediately?

*"Yes! As a result of the MID program, I have learned to think more strategically. I have applied this thinking to the way I approach my customers and my business by integrating the needs of the customers with the best interests of my company."*

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

*"I had been contemplating pursuing my master's degree for 3 years. Once I finally decided on the MID program, it took me 3-4 months to apply."*

## Did you benefit from RES Week? If so how?

*"Yes, RES week was very beneficial! The first RES Week was an excellent opportunity to get to know the faculty and staff. The alumni visits were also extremely helpful in calming our nerves and alleviating the doubts we were all experiencing. They gave us insight into what we were about to embark on. The second RES Week was a huge help in preparing us for our Capstone projects. Their support was priceless in giving us the tools we needed to be successful in this endeavor."*



## What were your takeaways from Res Week?

*"The biggest takeaways were the relationships built with my peers and the perspectives gained through the various curriculum-based discussions. These activities allowed us to learn from each other and recognize how the principles we were learning applied to other industries. RES week was a great networking opportunity as well."*

## Where was your global trip to?

*"Poland."*

## What experiences did you value from that trip?

*"We were able to truly experience the culture and history of Poland as a team. These experiences helped us bond and build valuable memories with our colleagues that will last forever."*

## What was your favorite aspect of the Global Class?

*"We gained a greater understanding of the way business is handled in other countries, which in turn helped us develop a more global perspective on business, government, regulations and corruption."*

### What was your capstone?

*"Obtaining Buy-In and Improving Account Managers' Productivity through a CRM System."*

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

*"Yes - Promoted to Account Manager in our Isolation Valves Business Unit."*

### Do you think the skillsets learned contributed to your promotion?

*"Absolutely! I learned strategic thinking, developed business acumen, gained exposure to executive level management, demonstrated focus and determination while working full time and completing this challenging program."*

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

*"Be sure to choose a program which is relevant to your job. Utilize your personal and professional support systems, engage your faculty and leverage your classmate network for the greatest chance of success."*

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

*"The MID program is very challenging and you will need to be willing to make adjustments to your lifestyle to maintain the proper focus in order to be successful. Discipline, organization, and planning are key to managing the coursework and your other personal and professional obligations."*

### What advice would you give someone about their capstone projects?

*"Choose a project that will add value and is in alignment with your company's goals, as well as your personal career goals."*

### If you could do anything different in the MID program, what would it be?

*"I would like to network more with Former Students."*

### Have you kept in contact with any of your peers?

*"Yes."*

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

*"Yes, my mindset has been broadened and I view everything from a more strategic standpoint."*



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

*"Both."*

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

*"Yes!"*

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

*"I had to be disciplined and I had to prioritize and make some sacrifices. But I'm happy to say I never missed any major events."*



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

*"Both."*

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

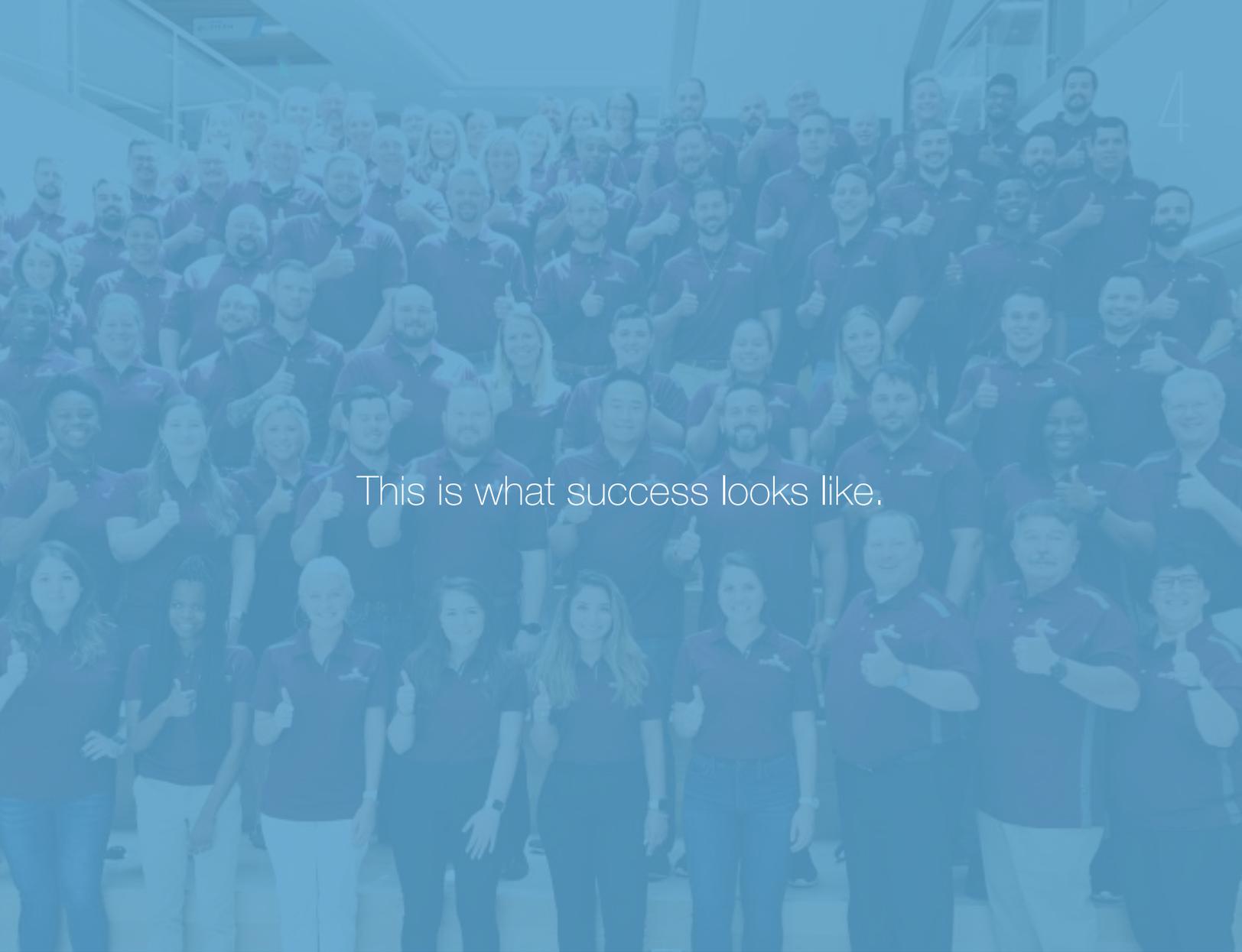
*"Yes."*

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

*"15-20 hours per week."*

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

*"The most challenging thing I have ever done while working full time, but one of the most rewarding. No regrets!"*



This is what success looks like.



**Master of  
Industrial Distribution**  
COLLEGE OF ENGINEERING

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

[mid.tamu.edu](http://mid.tamu.edu)