

Masters degree in supply chain management admission essay

[Business](#), [Company](#)



I have always been a very ambitious and determined person, and whatever I started, I have always finished it up to scratch. This very trait of character has always helped me to reach success and to come up to my personal expectations, as well as of those who have always believed in me. Even though I still have much to strive to, I am already proud of everything I have already reached, and this feeling boosts me even more for new achievements.

Starting from my early childhood I had known that I would like to devote my life to Business. That's the reason why I burned the midnight oil, studying hard during my final year at High School as well as during my Columbia College years, as I realized that only my persistence and knowledge would help me to pave my way in the future. I was very determined about what I was doing, and as a result, I was one of the top students at the Business class, so that I was honoured to represent my class at the Columbia College competitions and round tables. Frankly speaking, I was not only studying for my future, career and other achievements, I really loved what I was doing, as well as I was passionate about it.

After I graduated from the College I started working at the WW Grainer Company, which is a leading distributor of industrial supplies, MRO equipment, tools and materials. Not only has this Company taught me a lot and helped me to practically use my skills, it has given me invaluable experience and career growth. I have been working as the primary Grainger contact for corporate customer accounts located throughout the United States; managing an account portfolio with 250+ customer locations composed of Lennox, YMCA, and Macys sites. I proactively interact with each

account on a regular basis, utilizing a variety of communication options, to improve the customers purchasing experience with Grainger to drive sales, and secure future opportunities. Responsible for contract compliance and development, with revenue goals exceeding \$3 million+. This very experience did teach me essential things: first and foremost I realized that in order to reach tangible results in Business one should have patience and resilience, as all the people are individuals and they require personal approach. As of now I am a sales professional with profound experience, with a strong aptitude for long-term business development and internal resource utilization. My ability to realize client sales potential by uncovering key service gaps and developing comprehensive solutions enabled me to create successful history of evaluating analytical and qualitative data to build goal driven strategies.

Wide range of responsibilities, such as research and analyze the strategic business needs of each account, evaluation and implementation of a range of marketing approaches to increase market share and revenue, consistent presentation of the Grainger Value Advantage and demonstration of Grainger's value to clients purchasing needs, and coordination of projects with internal partners to meet the operational and purchasing needs of each account have already achieved tangible results in my sphere. Not only did I reach 100%+ Goal Achievement in 2007 and 2009, but I was honored as an Annual Achiever in 2009 as well as won the Grainger Navigator Award in 2009.

Also, I have learnt to manage my time more effectively to deal with several tasks at a time and at the same time learn from what I am actually doing.

These five years have really given me a lot; nevertheless, I strive to success, I never stop learning. I am convinced that if a person is willing to reach tangible results, he/she is obliged to develop his professional as well as personal skills. “ Scio me nihil scire” (I know that I know nothing) – these are famous words of Socrates. One cannot be perfect at each and everything; however, one should do all possible to strive to this perfection. I do realize that knowledge I have at the moment is more than enough for what I am currently doing. Nonetheless, I do feel that I have much more potential inside; I have willingness and need for studying and growth.

I think that supply chain management is an engine of business – it manages a network of interrelated businesses, which are involved in the final provision of products and services. Supply chain management touches each and every step of the production process – design, planning, execution, and control of the supply chain. Having worked at the Grainer Company, I have come to understand that supply chain management helps to carry out a cross-functional approach, what covers movement of raw material into the company, material processing into finished goods and final movement of these goods to the consumer. It means that with a help of well-organized supply chain the company can minimize its costs and increase profits.

Having worked in the sales department, I have realized that I would like to expand my knowledge and ideas in the operational part of business. Despite the fact that I have limited skills in this very sphere I have already managed to assist our operations department with some ideas. However, I do realize that knowledge and skills I have are far cry from what is actually required in this particular field. There are a huge number of models, which help to

minimize costs and increase profits. Each and every model should and can be applied depending on the economic situations, financial statements of the company, line of business, and other aspects, and in order to be able to analyze all these factors, it is essential to have some decent background in supply chain management.

I am convinced that Masters Degree in supply chain management will not only provide me with this very background, it will enable me to grow personally and professionally. I have always been an extravert that is why new opportunity at the University will give me a possibility to get new contacts and friends. Moreover, the more a person knows, the more he is willing to learn, so that I do hope that a Degree in this very sphere will enable me indulge into new spheres as well. Moreover, my skills in Workflow Planning & Prioritization, Contract Negotiations, Persuasive Communications, Relationship & Territory Management, etc. will enable me to be useful in this very sphere.

I consider such an opportunity as a new step in my life, which will help me to move forward and grow. I do want to develop and improve my skills, I want to get new knowledge and apply them in real life, to use it, to explore my ideas and finally reach everything I am striving to. I do believe that if a person has strong self confidence, desire and passion, he/she can achieve everything, irrespective of how much time and effort it takes. When it comes to me, I define myself as someone who is curious and eager to learn new and open new windows to see the world from different angles, as I do realize that nobody will do it for me.