

Growing Global Trade Careers

Creating opportunities for graduates of master's programs in international business and trade

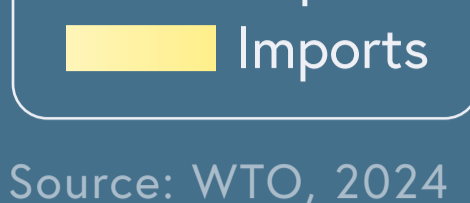
Global trade in goods and services has grown from

\$6.2T in 1995 to a record \$33T in 2024

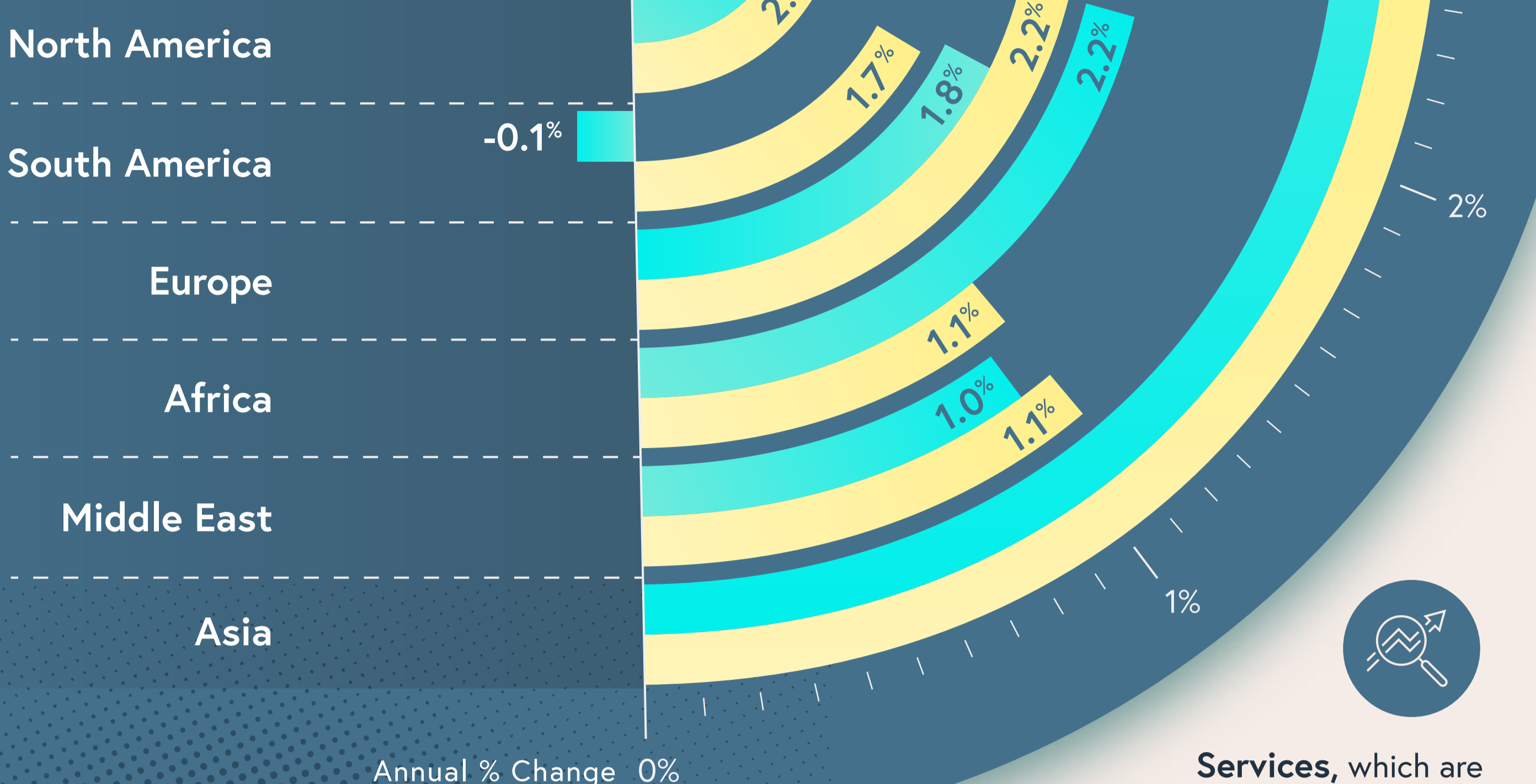
and is projected to continue growing.

Source: WTO and UNCTAD, 2024. 2024 data is an estimate.

Projected Growth of Merchandise Trade Volume, 2025



Source: WTO, 2024



Asia's projected growth is partly driven by "connecting" economies like Vietnam that are trading directly with the U.S. or China amid geopolitical tensions.

Services, which are calculated separately, have historically grown faster than merchandise and could further boost trade.

The increase in global trade is creating a number of lucrative career opportunities.

The Variety of Careers in Global Trade

Global trade and international business go far beyond manufacturing and shipping. There are roles in many different fields.

Job Breakdown by Category

- 30% of Job Postings Supply Chain & Logistics**
 - Example Job Titles:
 - Global Logistics Specialist
 - Global Supply Chain Manager
 - Export/Import Coordinator
- 28% International Sales & Marketing**
 - Global Sales Manager
 - Senior Global Marketing Analyst
 - International Sales Executive
- 28% Customs & Trade Compliance**
 - Customs Compliance Manager
 - Global Trade Compliance Specialist
 - International Trade Attorney
- 14% International Finance & Banking**
 - International Banking Specialist
 - Valuation Analyst, Global Banking
- 1% International Trade Policy & Analysis**
 - International Trade Consultant
 - International Trade Research Analyst

These careers are an example from one job board, but roles like Global E-commerce Manager (tech), International HR Consultant (HR), and Government Affairs Manager (government relations) are also available.

Source: GlobalTradeJobs.com, 2024

Numbers may not sum to 100 due to rounding. Jobs with identical description previews were considered to be duplicates and excluded from calculations.

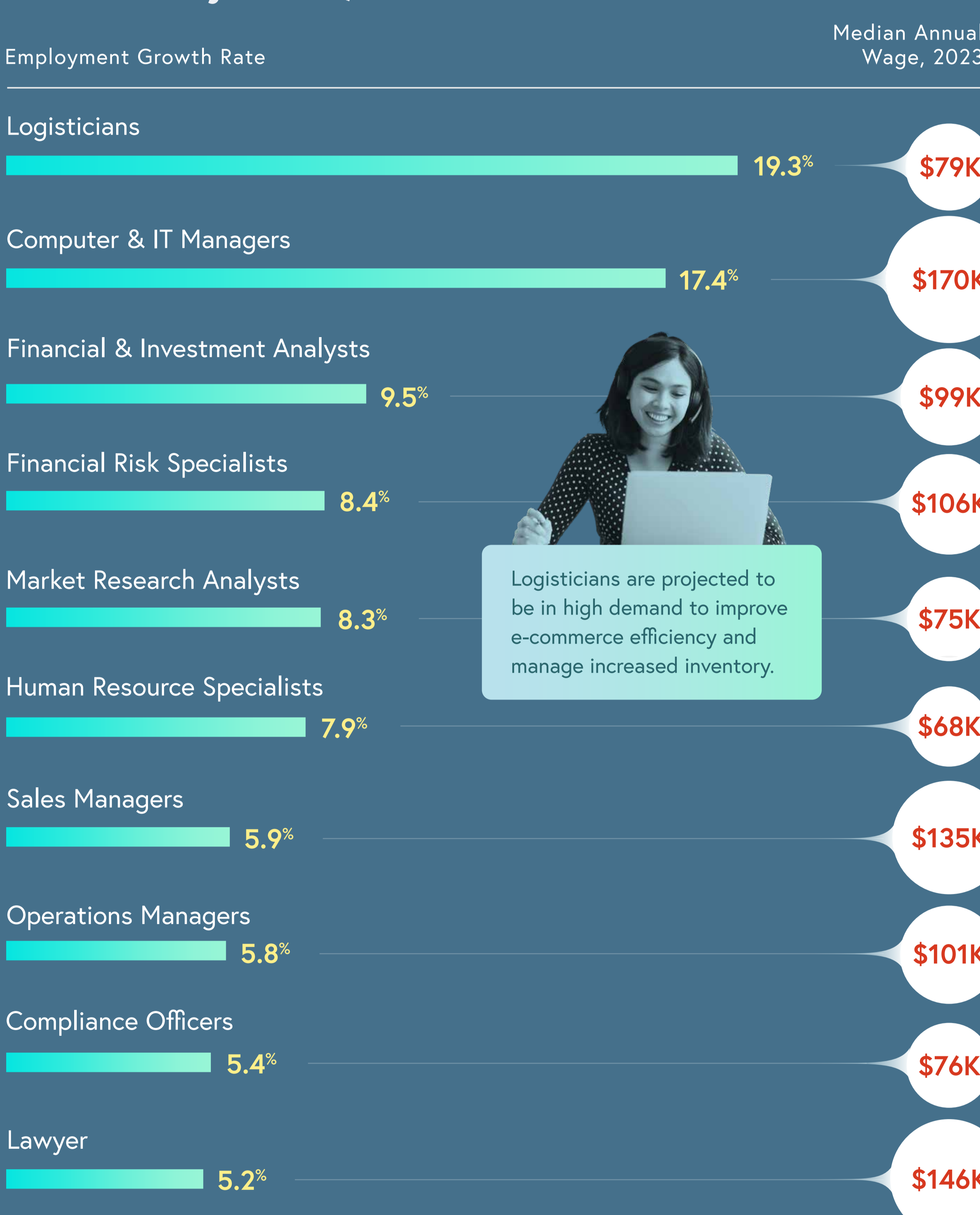
Future Career Growth

Globally, changes to trade and investment rules are expected to create 1.3 million jobs from 2025-2030.

The U.S.—a major trading country globally—foresees strong growth in many trade-related roles.

These broader titles, such as Sales Managers, typically include trade-specific roles like Global Sales Managers.

U.S. Job Projections, 2023–2033



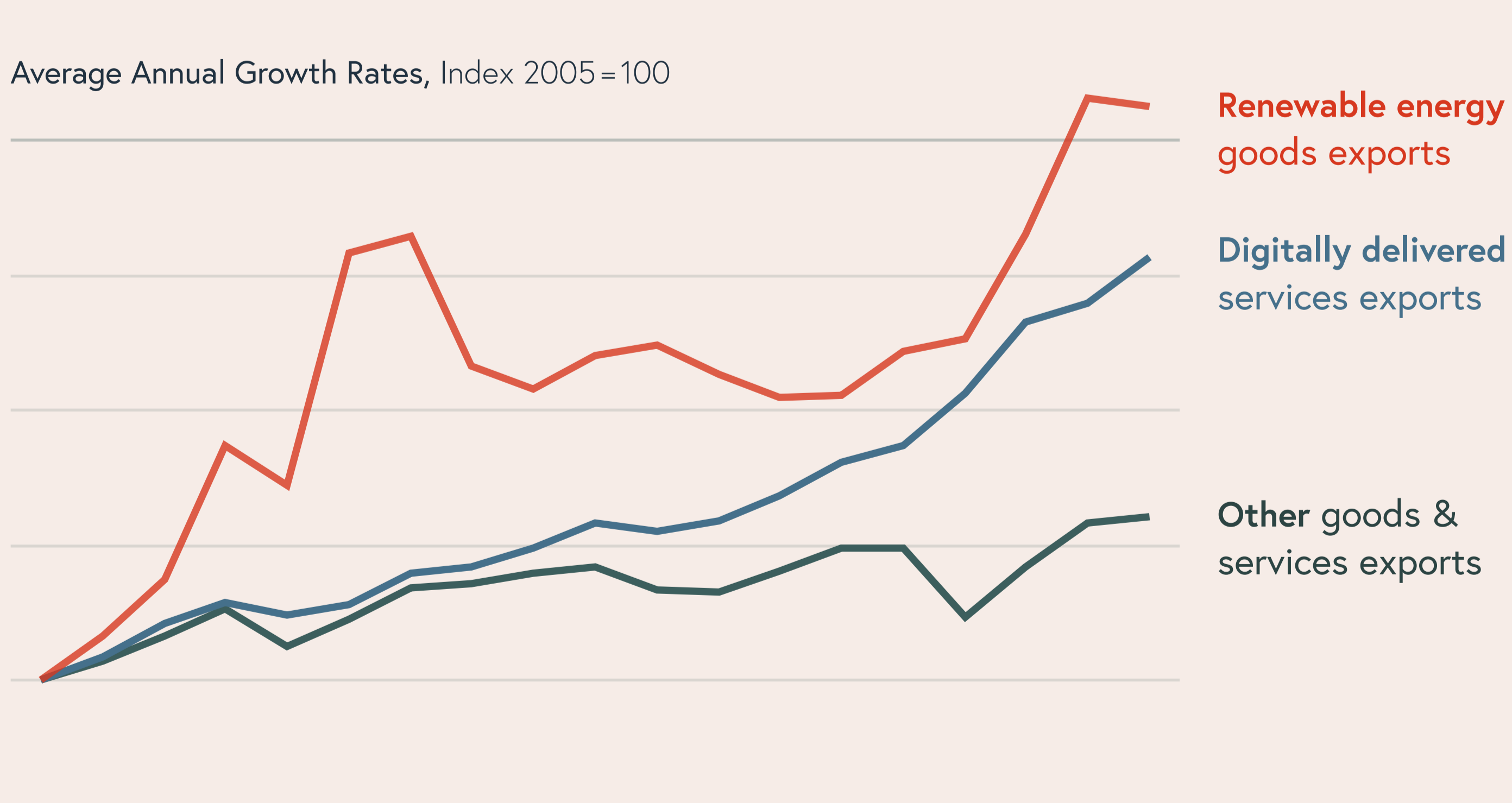
Logisticians are projected to be in high demand to improve e-commerce efficiency and manage increased inventory.

Sources: World Economic Forum, 2025 and U.S. Bureau of Labor Statistics, 2024

A Changing Landscape

As digital transformation and sustainability become major focuses globally, trade in these areas has grown quickly.

Export Growth of Environmental & Digital Trade vs. Other Goods and Services



Source: WTO, 2024

These growing areas open up new career opportunities, but 37% of employers are considering outsourcing because they can't find people with the right skills.

Source: Thomson Reuters, 2023

A master's degree can help people bridge this skills gap and accelerate their career prospects.



To find the right program for you, explore the free Hinrich Foundation Guide to selecting Master's Programs in International Business and Trade

