Originally from Loomis, Nebraska, Matt Huston felt UNK was a great fit for him because of the size and the potential of the ITEC program. “I knew UNK was a great fit for me because it wasn’t too big where I felt like I was just a number, but it also isn’t too small where I felt like I knew everyone after the first week of school. I have been given the chance to not only cultivate my knowledge in the field, but also to grow as a business professional. This program also involves problem-solving, technical intuitive skills and relationship-building. By building relationships during my time at UNK, I have been able to find internships and potential full-time careers.”

“My studies have helped me refine skills that I possessed before college and find skills I didn’t know I had. They have also helped to lay a solid foundation for a career in this field. By using what I have learned at UNK, I am confident that I will be able to make a positive influence in the Industrial Distribution field.”

**Student profile**

**INDUSTRIAL DISTRIBUTION COMPREHENSIVE**

Industrial Distribution majors are prepared for careers in technical sales and for future business leadership roles. They are provided with professional, technical, business, communication, and leadership competencies. The curriculum for ID students comes from the leaders in manufacturing and distribution and from the U.S. Department of Labor, and includes an emphasis on six key areas: agriculture, chemical and pharmaceutical, electrical, instruments, mechanical equipment and supplies, and medical. ID students are given the scientific, technical, product, and industry business knowledge to perform well as industrial distribution employees.

**Skills for ID Majors:**

- Instructing and Demonstrating
- Speaking
- Persuasion
- Negotiating
- Identifying Customer Needs
- Active Listening
- Mathematics
- Applications Analysis

**Interests common to all technical sales representatives**

- Enterprising - They conduct themselves as entrepreneurs being self-motivated and self-directed. They can carry through with ideas and projects.
- Realistic - They like hands-on activities that include practical problem solving.
- Social - They like to help and provide service to others.

**Industrial Distribution Organization**

As one of the largest student organizations on campus, the IDO provides monthly meetings, company lunches and seminars, and community activities for students interested in learning about the ID industry. After joining the organization, students are enrolled in a program called Levels of Achievement. Companies are able to see what IDO members are active in. Some of the categories include: Community service, high school visits, meeting attendance, and recruiting majors. Students who join are able to have a one-up in both technical and practical knowledge.
INDUSTRIAL DISTRIBUTION COMPREHENSIVE
FOUR YEAR CLASS SCHEDULE: BACHELOR OF SCIENCE
The schedule is a guideline for progress toward a degree. Consult with your academic adviser.

Undergraduate Scholarships:
• Armagost Family Scholarship Memorial
• Dr. Keith N. Bennet Memorial Schol.
• Cirrus Tech, Inc. Scholarship Fund
• Larry & Kathryn Edwards Family Schol.
• Edith Gunlicks Memorial Student Supp.
• Brian C. & Carey L. Hamilton Schol.
• Dale & Wilma Ingram Endowed Schol.
• Over 22 more

For more information, contact:
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Potential Job Opportunities
• Sales op Leader
• Equipment Sales
• Building Production Sales
• Electrical Sales
• Fluid Power Sales
• Branch Management
• Quotes Analyst
• Manufacturing Representative
• Pipes/Valves/Fittings

The unique courses (which include simulation, critical thinking, social skills, presentation and real world experiences) as well as the internship program were developed to be exactly what students need to be a step ahead of the competition.

ALUMNA PROFILE – MELISSA BUCHER
A 2007 graduate from Axtell, Nebraska, Melissa (Huffman) Bucher was inspired to major in Industrial Distribution after a co-worker at Kearney Yamaha suggested UNK’s program during high school.
“The faculty in the ITEC department really care about you and want to help you succeed. I also really enjoyed the friendships I made while in the program. The annual career fair that the ID department holds is a class act. UNK is full of talented students with good Midwestern values. By going to college at UNK, you learn to work hard to achieve your goals. This ‘hard work’ ethic has continued throughout my career and has helped me achieve my goals.”
“The ID program taught me the importance of networking and building relationships, and connected me with my current employer, Eaton, through the annual career fair. I have worked for Eaton since 2007 and absolutely love my job. Before that, the ITEC program at UNK had given me the confidence to go after an internship in Denver with Eaton. After my three months of internship, I couldn’t wait to go back to work for Eaton.”