WHAT IS INDUSTRIAL DISTRIBUTION (ID)
• Business to business sales
• Developing relationships
• Providing service and solving problems

WHO ARE INDUSTRIAL DISTRIBUTORS:
The middle contact between the manufacturer and the customer
• Selling product to the customer
• Providing value added services to the customer

ID PROGRAM PREPARES STUDENTS FOR CAREERS IN:
• Agriculture Equipment and Supplies
• Material Handling Equipment
• Electrical/Electronic Products
• Maintenance, Repair, Operating Supplies
• Building Materials & Plumbing
• Construction Equipment

CAREER OPPORTUNITIES WITH ID:
• Inside Sales
• Outside Sales
• Branch Management
• Warehouse Management
• Purchasing

WHY CHOOSE ID AT UNK?
• National Reputation
• Great Student-to-Faculty Ratio
• Outstanding Career Opportunities
• Branch Simulation Laboratory
• Over 40 Available Scholarships
• Paid Internships
• Student and Company Networking Events
• Near 100% Career Placement

ARE YOU RIGHT FOR ID?
Do you possess qualities to be successful?
• Outgoing
• Personable
• Competitive
• Team Player
• Integrity
• Professional
• Problem Solver
• Self-Motivated

PROFESSIONAL STUDENT ORGANIZATION:
IDO - Industrial Distribution Organization:
• Over 135 Members Strong
  - One of the largest student organizations on campus
• Key Principles
  - Teamwork
  - Networking
  - Developing Relationships
• Leadership Team
  - Governing body for IDO
  - Develops Leadership Skills
• Career Preparation
  - Career Events
  - Interviewing
  - Company Relationship Building
• Program Recruitment
  - High Schools
  - On Campus

FACTS ABOUT ID:
• Average starting salary: $36,000 - $65,000
  (Not Including Commission and Benefits)
• Began in 1991 at UNK
• Over 650 UNK ID Graduates

WHAT OUR GRADUATES SAY?
“Their 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.”
- Ashley LeClaire

“The Industrial Distribution program at UNK was by far the best education choice I could have made. The knowledgeable, caring professors and small class size provide a family-like environment.”
- Creighton Demuth

Accredited by: