

## ESTIMATING

Estimates work required for projects by gathering proposals, blueprints, specifications and related documents.

## CONSTRUCTION SUPERINTENDENT

Oversees the operations of a construction site from planning to operation. Works in the field daily scheduling and supervising all activities, ensuring the safety and compliance of the site.

## FIELD/TECHNICAL SERVICES SALES MANAGER

Monitors and assures the quality of constituent materials and concrete mixes. Assigns field/service staff to a wide variety of duties in the field, laboratory and office as required.

## ENTREPRENEUR

Plans and directs company operations. Creates policies, sets goals and meets with potential investors and clients. Entrepreneurs involved with daily tasks also hire staff and prepare work schedules.

## LOGISTICS SPECIALIST

Schedules and dispatches workers and work crews, equipment and service vehicles for conveyance of materials, freight (both import and export) or passengers and/or normal installation, service or emergency repairs rendered outside the place of business.

# CiM CONCRETE INDUSTRY MANAGEMENT CAREER PATHS

*Where can a degree in CIM take you?*

## PROJECT MANAGER

Budgets, coordinates, oversees and plans construction projects from start to finish.

## PLANT MANAGER/PLANT SUPERINTENDENT

Manages the daily operations of the plant including meeting production goals, motivating employees, fostering teamwork and ensures daily productivity and safety objectives.

## QUALITY CONTROL/QUALITY ASSURANCE

Assures products or materials meet standards and don't deviate from specifications. Work environment and job duties can vary. Employers include concrete producers engineering firms and testing agencies.

## CONSTRUCTION SAFETY

Provides safety services and assesses risk to the health and safety of employees and the environment, ensures compliance with regulations, analyzes trends and regulatory environments and reviews safety statistics. Employers include quarries, concrete producers or cement companies and contractors.

## VIRTUAL DESIGN AND INNOVATION

Assists project teams and implements technology like Building Information Modeling (BIM) and virtual design and construction methodologies.

## BUSINESS DEVELOPMENT AND SALES

Maintains outstanding customer service, generates sales, merchandising and safeguards company assets. Initiates new sales by relationship development and seeking additional products and services through knowledge of market. Employers include concrete producers or material suppliers, contractors, equipment or software companies.

## MARKETING AND COMMUNICATIONS

Develops and manages marketing strategy, public relations, branding, digital and communications programs.

## FINANCIAL AND ACCOUNTING

Trains and supervises accounting staff in the maintenance of financial accounts and preparation of financial reports and performs related duties.

## SUSTAINABILITY/ ENVIRONMENTAL, SOCIAL AND GOVERNANCE (ESG)

Ensures environmental compliance, develops sustainability programs and ensures compliance with hazardous material regulations. Develops and maintains systems identifying location of hazardous materials; runs hazardous material training programs.

## OPERATIONS MANAGER

Manages all production operations. Provides overall leadership and direction to those responsible for production, sanitation, distribution logistics and maintenance operations.

## LABORATORY RESEARCHER

Participates in a variety of research or analytical laboratory support activities for a testing or research program. Requires knowledge of laboratory methods, practices, procedures, policies, regulations, laboratory materials and equipment.

## SUPPLY CHAIN

Manages the entire system that produces and delivers a product from sourcing the raw materials to the final delivery of the product to its end-users. It includes the flow of materials, products and information associated to all of them, making it one of the most complex areas of the construction value chain.

## HUMAN RESOURCES

Recruits, screens, interviews and places employees. Handles employee relations, payroll, benefits and training. Plans, directs and coordinates the administrative functions of an organization.

*"Building Leaders / Advancing Our Industry."*

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# PREPARING GRADUATES TO BECOME QUALIFIED CONCRETE INDUSTRY PROFESSIONALS



Designed to provide graduates with a broad array of opportunities within the concrete industry, the Concrete Industry Management (CIM) program supplies the industry with future managers and leaders. For more than 25 years, this unique, four-year Bachelor of Science degree program in concrete industry management has provided a continuous stream of professionals trained in concrete technology and management. This business-intensive undergraduate degree program provides solid management skills that are applicable in any industry but developed specifically for the concrete industry.

Our key to success is the joint initiative between the program universities and leaders from the concrete industry, providing students with opportunities to enter a broad field that has an urgent need for skilled professionals. CIM is supported by networks of local, state and regional concrete industry producers, suppliers and contractors as well as industry associations and foundations that pledge their time, talent and treasure to support the development of each university's CIM program. This unique partnership provides a direct link between the industry and each CIM university.

The program entails a broad range of general education courses, from English and history to science and mathematics. A series of required core business courses such as finance, marketing, management and business law are also taken throughout the length of the program. Concrete-specific courses teach the fundamentals of concrete, properties and testing, concrete construction and more.

## WHAT THE CIM PROGRAM OFFERS

- A solid, **well-rounded business management education** within a specific industry, but with the professional tools necessary for any field.
- An **internship program** that ensures students obtain real-world experience.
- **Nearly 100 percent job placement** to graduating students, with many students receiving multiple offers.
- **Scholarships available** to new students because of fundraising efforts like the annual CIM auction at World of Concrete.
- Career prospects in an industry that is hungry for well-educated and enthusiastic people to be its future leaders. Because of this specialized training, **graduates typically move easily to positions of greater responsibility.**
- **80 percent industry retention** rate after five years.
- Opportunities in an industry that provides diverse career opportunities. CIM graduates are being hired into positions with **starting salaries competitive with other high-tech industries.**
- With a goal to progressively change the concrete industry in this age of technology, CIM program universities provide a competitive edge by providing **real-world, hands-on learning opportunities in state-of-the-art, industry influenced facilities.** Curriculum includes technology with students being trained on the latest hardware and software.

**MIDDLE  
TENNESSEE**  
STATE UNIVERSITY.

### CONTACT US TO FIND OUT MORE:

Sally Victory, Concrete Industry Management Coordinator  
Middle Tennessee State University  
[Sally.victory@mtsu.edu](mailto:Sally.victory@mtsu.edu)  
615.904.8171  
[mtsu.edu/programs/concrete-industry](http://mtsu.edu/programs/concrete-industry)

[www.concretedegree.com](http://www.concretedegree.com)

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