

# **My Dream Job**

## **Section 2: By Industry**

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**Determining My Dream Job by  
Industry:**

**Profitability, Growth and  
Financial Health**

## Introduction

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Choosing the right industry is a critical step in building a successful career as a ***Supply Chain Analyst***. With my experience at ***Whole Foods, UPS, and Walmart***, I've gained valuable insights into supply chain operations, logistics, and retail distribution. Now, as I take the next step in my career, I want to focus on finding an industry that offers ***stability, low risk, and opportunities for growth***.

This project explores three key industries—***Consumer Staples, Industrials, and Information Technology***—to determine which one aligns best with my career goals and work experience. By analyzing industry benchmarks for ***profitability, growth, and financial health***, I aim to identify the most stable and low-risk industry for a Supply Chain Analyst role. This analysis will help me make an informed decision about where to focus my job search and build a long-term career.

Benchmark by Industry - (Industrials) Profitability



Industry (Industrials) KPIs Benchmark  
(Profitability)

KPI	90th Percentile	75th Percentile	Median	25th Percentile	10th Percentile
Total Revenue-United States (Million USD)	9,058.00	3,273.90	741.05	45.79	2.10
Operating Income or Loss-United States (Million USD)	893.49	276.20	37.06	-5.01	-41.75
Net Income-United States (Million USD)	616.00	166.70	14.78	-8.97	-71.73
Profit before Tax-United States (Million USD)	825.48	213.40	19.28	-8.03	-71.14
Gross Margin-United States	0.55	0.39	0.27	0.17	0.06
Operating Margin-United States	0.19	0.12	0.05	-0.12	-2.25
Net Margin-United States	0.14	0.08	0.03	-0.15	-2.41
Asset Turnover-United States	1.71	1.24	0.82	0.47	0.13
Return on Assets-United States	0.13	0.07	0.02	-0.16	-0.94
Return on Equity-United States	0.28	0.17	0.07	-0.11	-1.17
Return on Invested Capital-United States	0.20	0.13	0.07	-0.03	-0.65

Benchmark by Industry - (Consumer Staples) Profitability



Industry (Consumer Staples) KPIs Benchmark  
(Profitability)

KPI	90th Percentile	75th Percentile	Median	25th Percentile	10th Percentile
Total Revenue-United States (Million USD)	16,055.22	2,714.71	176.17	10.60	0.06
Operating Income or Loss-United States (Million USD)	1,331.30	165.11	0.04	-5.91	-26.09
Net Income-United States (Million USD)	799.43	88.77	-0.51	-15.87	-61.90
Profit before Tax-United States (Million USD)	1,019.30	126.57	-0.45	-14.36	-46.59
Gross Margin-United States	0.66	0.48	0.33	0.20	0.05
Operating Margin-United States	0.18	0.09	0.01	-0.33	-2.77
Net Margin-United States	0.13	0.05	-0.02	-0.56	-3.06
Asset Turnover-United States	2.84	1.72	0.90	0.50	0.08
Return on Assets-United States	0.12	0.05	-0.03	-0.56	-2.20
Return on Equity-United States	0.32	0.17	0.03	-0.36	-1.71
Return on Invested Capital-United States	0.19	0.11	0.04	-0.20	-0.81

Benchmark by Industry - (Information Technology) Profitability



Industry (Information Technology) KPIs Benchmark  
(Profitability)

KPI	90th Percentile	75th Percentile	Median	25th Percentile	10th Percentile
Total Revenue-United States (Million USD)	5,883.56	1,440.86	307.61	24.32	0.36
Operating Income or Loss-United States (Million USD)	690.79	93.56	-0.67	-19.02	-97.36
Net Income-United States (Million USD)	545.30	59.61	-1.91	-34.57	-132.54
Profit before Tax-United States (Million USD)	644.44	74.92	-1.57	-31.27	-133.31
Gross Margin-United States	0.81	0.71	0.50	0.31	0.17
Operating Margin-United States	0.21	0.09	-0.02	-0.35	-2.48
Net Margin-United States	0.19	0.07	-0.06	-0.37	-3.50
Asset Turnover-United States	1.52	0.94	0.61	0.36	0.10
Return on Assets-United States	0.12	0.05	-0.05	-0.28	-1.60
Return on Equity-United States	0.26	0.11	-0.03	-0.29	-1.40
Return on Invested Capital-United States	0.18	0.10	0	-0.19	-0.65



## Profitability Insights

### *Industrials*

- The *90th percentile* for *Operating Income* is **\$893.49M**, indicating that the top 10% of companies in this industry are highly profitable.
- However, the *25th percentile* shows a loss of **\$5.01M**, suggesting significant variability in profitability, with many companies struggling.
- *Gross Margin* is relatively stable (*median of 0.27*), but *Operating Margin* is low (*median of 0.05*), indicating high operating costs.

### *Consumer Staples*

- The *90th percentile* for *Operating Income* is **\$1,331.30M**, showing strong profitability for top performers.
- The *median Net Income* is negative (**-\$0.51M**), indicating that half of the companies in this sector are unprofitable.
- *Gross Margin* is higher than Industrials (*median of 0.33*), but *Operating Margin* is very low (*median of 0.01*), suggesting thin profit margins.

### *Information Technology*

- The *90th percentile* for *Operating Income* is **\$690.79M**, but the *median* is negative (**-\$0.67M**), showing a stark divide between high-performing and struggling companies.
- *Gross Margin* is the highest among the three industries (*median of 0.50*), reflecting the high value of tech products and services.
- *Operating Margin* is negative at the *median* (**-0.02**), indicating that many tech companies operate at a loss despite high revenue.

# Benchmark by Industry - (Industrials) Growth



Industry (Industrials) KPIs Benchmark  
(Growth)

KPI	90th Percentile	75th Percentile	Median	25th Percentile	10th Percentile
Total Revenue Growth Rate-United States	0.37	0.17	0.05	-0.06	-0.29
Operating Income Growth Rate-United States	1.16	0.39	0.08	-0.23	-0.64
Net Income Growth Rate-United States	1.57	0.36	-0.03	-0.52	-1.20
Total Cash Flow from Operating Activities Growth Rate-United States	2.30	0.82	0.22	-0.17	-0.60
Total Liabilities Growth Rate-United States	0.59	0.18	0.02	-0.09	-0.24
Total Assets Growth Rate-United States	0.32	0.12	0.02	-0.08	-0.32
Free Cash Flow Growth Rate-United States	1.82	0.88	0.17	-0.27	-1.12
Market Cap Growth Rate-United States	0.92	0.44	0.13	-0.16	-0.50

Benchmark by Industry - (Consumer Staples) Growth



Industry (Consumer Staples) KPIs Benchmark  
(Growth)

KPI	90th Percentile	75th Percentile	Median	25th Percentile	10th Percentile
Total Revenue Growth Rate-United States	0.77	0.15	0.04	-0.10	-0.46
Operating Income Growth Rate-United States	1.10	0.26	0.06	-0.21	-0.87
Net Income Growth Rate-United States	1.79	0.32	0	-0.57	-2.21
Total Cash Flow from Operating Activities Growth Rate-United States	3.74	0.69	0.10	-0.23	-1.22
Total Liabilities Growth Rate-United States	0.83	0.17	0.02	-0.10	-0.30
Total Assets Growth Rate-United States	0.37	0.08	0	-0.17	-0.46
Free Cash Flow Growth Rate-United States	3.12	0.79	0.02	-0.43	-1.65
Market Cap Growth Rate-United States	1.29	0.21	-0.07	-0.38	-0.63



# Benchmark by Industry - (Information Technology) Growth



## Industry (Consumer Staples) KPIs Benchmark (Growth)

KPI	90th Percentile	75th Percentile	Median	25th Percentile	10th Percentile
Total Revenue Growth Rate-United States	0.77	0.15	0.04	-0.10	-0.46
Operating Income Growth Rate-United States	1.10	0.26	0.06	-0.21	-0.87
Net Income Growth Rate-United States	1.79	0.32	0	-0.57	-2.21
Total Cash Flow from Operating Activities Growth Rate-United States	3.74	0.69	0.10	-0.23	-1.22
Total Liabilities Growth Rate-United States	0.83	0.17	0.02	-0.10	-0.30
Total Assets Growth Rate-United States	0.37	0.08	0	-0.17	-0.46
Free Cash Flow Growth Rate-United States	3.12	0.79	0.02	-0.43	-1.65
Market Cap Growth Rate-United States	1.29	0.21	-0.07	-0.38	-0.63

## Growth Insights

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### *Industrials*

- *Total Revenue Growth Rate* is modest (*median of 0.05*), with the *90th percentile* at *0.37*, showing that top companies grow significantly faster than the rest.
- *Net Income Growth Rate* is negative at the *median (-0.03)*, indicating stagnation or decline for many companies.

### *Consumer Staples*

- *Total Revenue Growth Rate* is low (*median of 0.04*), with the *90th percentile* at *0.77*, showing that top performers grow much faster.
- *Net Income Growth Rate* is flat at the *median (0)*, but the *10th percentile* shows a sharp decline (*-2.21*), highlighting the challenges for weaker companies.

### *Information Technology*

- *Total Revenue Growth Rate* is higher than the other industries (*median of 0.04*), with the *90th percentile* at *0.77*, indicating strong growth potential for top companies.
- *Net Income Growth Rate* is flat at the *median (0)*, but the *10th percentile* shows a sharp decline (*-2.21*), similar to Consumer Staples.

# Benchmark by Industry - (Industrials) Financial Health



Industry (Industrials) KPIs Benchmark  
(Financial Health)

KPI	90th Percentile	75th Percentile	Median	25th Percentile	10th Percentile
Total Cash Flow from Operating Activities-United States (Million USD)	1,055.80	345.19	49.59	-1.69	-30.06
Total Operating Cash Net Income Ratio-United States	4.65	2.42	1.58	1.14	0.57
Free Cash Flow / Total Revenue-United States	0.15	0.10	0.04	-0.12	-1.43
Cash and Cash Equivalents-United States (Million USD)	604.23	245.88	54.56	5.77	0.32
Current Ratio-United States	4.30	2.64	1.67	1.05	0.46
Quick Ratio-United States	3.62	1.78	1.24	0.82	0.35
Liability Asset Ratio-United States	1.15	0.76	0.59	0.43	0.25
Liability Equity Ratio-United States	4.08	2.10	1.24	0.69	0.29
Long Term Debt Ratio-United States	0.52	0.37	0.24	0.11	0.02
Long Term Debt Equity Ratio-United States	2.03	1.01	0.56	0.19	0.03
Financial Leverage-United States	5.10	3.10	2.24	1.69	1.29

# Benchmark by Industry - (Consumer Staples) Financial Health



Industry (Consumer Staples) KPIs Benchmark  
(Financial Health)

KPI	90th Percentile	75th Percentile	Median	25th Percentile	10th Percentile
Total Cash Flow from Operating Activities-United States (Million USD)	1,652.28	215.98	0.96	-2.71	-11.42
Total Operating Cash Net Income Ratio-United States	2.91	2.10	1.53	1.10	0.26
Free Cash Flow / Total Revenue-United States	0.14	0.07	0	-0.21	-2.14
Cash and Cash Equivalents-United States (Million USD)	659.99	157.84	14.94	1.04	0.03
Current Ratio-United States	3.84	2.43	1.32	0.67	0.07
Quick Ratio-United States	2.75	1.44	0.72	0.34	0.04
Liability Asset Ratio-United States	4.80	0.98	0.64	0.44	0.26
Liability Equity Ratio-United States	5.23	2.25	1.26	0.54	0.35
Long Term Debt Ratio-United States	0.65	0.42	0.27	0.08	0.01
Long Term Debt Equity Ratio-United States	2.71	1.11	0.53	0.13	0.03
Financial Leverage-United States	6.23	3.25	2.26	1.54	1.35

Benchmark by Industry - (Information Technology) Financial Health



Industry (Information Technology) KPIs Benchmark  
(Financial Health)

KPI	90th Percentile	75th Percentile	Median	25th Percentile	10th Percentile
Total Cash Flow from Operating Activities-United States (Million USD)	998.80	187.65	10.05	-2.46	-17.72
Total Operating Cash Net Income Ratio-United States	4.90	2.30	1.47	1.04	0.47
Free Cash Flow / Total Revenue-United States	0.26	0.13	0.03	-0.16	-1.94
Cash and Cash Equivalents-United States (Million USD)	1,216.60	301.36	63.67	5.55	0.31
Current Ratio-United States	5.63	3.22	1.71	0.98	0.32
Quick Ratio-United States	4.94	2.70	1.42	0.86	0.29
Liability Asset Ratio-United States	1.82	0.86	0.55	0.32	0.17
Liability Equity Ratio-United States	5.01	2.05	0.86	0.39	0.18
Long Term Debt Ratio-United States	0.55	0.32	0.16	0.03	0.01
Long Term Debt Equity Ratio-United States	1.94	0.73	0.26	0.05	0.01
Financial Leverage-United States	6.01	3.06	1.87	1.39	1.18

## Financial Health Insights

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### *Industrials*

- *Current Ratio* (median of 1.67) and *Quick Ratio* (median of 1.24) indicate reasonable liquidity, but the **25th percentile** shows potential liquidity issues.
- *Liability Equity Ratio* is moderate (median of 1.24), suggesting manageable debt levels.

### *Consumer Staples*

- *Current Ratio* (median of 1.32) and *Quick Ratio* (median of 0.72) are lower than Industrials, indicating weaker liquidity.
- *Liability Equity Ratio* is higher (median of 1.26), suggesting higher reliance on debt.

### *Information Technology*

- *Current Ratio* (median of 1.71) and *Quick Ratio* (median of 1.42) are strong, indicating good liquidity.
- *Liability Equity Ratio* is the lowest among the three industries (median of 0.86), showing that tech companies rely less on debt.



# Key Takeaways

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## ***Profitability***

- ***Industrials*** and ***Consumer Staples*** show significant variability, with many companies operating at a loss.
- ***Information Technology*** has the highest gross margins but also a high proportion of companies operating at a loss.

## ***Growth***

- ***Information Technology*** has the highest growth potential, but many companies struggle to translate revenue growth into profit growth.
- ***Consumer Staples*** and ***Industrials*** show slower growth, with many companies stagnating or declining.

## ***Financial Health***

- ***Information Technology*** companies are the most financially healthy, with strong liquidity and lower debt levels.
- ***Consumer Staples*** companies face liquidity challenges and higher debt reliance.
- ***Industrials*** are in the middle, with moderate liquidity and debt levels.

## Pros and Cons List

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### ***Pros***

#### ***Industrials***

- Moderate profitability and financial health.
- Stable growth, with some companies performing very well (e.g., 90th percentile companies have high revenue and operating income).
- Likely to offer roles in supply chain, logistics, manufacturing, and engineering.

#### ***Consumer Staples***

- Top-performing companies are highly profitable (90th percentile operating income is \$1,331.30M).
- Relatively stable industry, as it includes essential goods like food, beverages, and household products.

#### ***Information Technology***

- High growth potential (90th percentile revenue growth rate is 0.77).
- Strong financial health (high liquidity and low debt levels).
- High gross margins (median of 0.50), indicating valuable products/services.

### ***Cons***

#### ***Industrials***

- Many companies operate at a loss (25th percentile shows negative operating income).
- Growth is slower compared to Information Technology.

#### ***Consumer Staples***

- Median net income is negative (-\$0.51M), indicating many companies struggle.
- Lower growth rates compared to other industries.

#### ***Information Technology***

- Many companies operate at a loss (median operating income is -\$0.67M).
- High competition and risk, especially for smaller companies.



## Conclusion

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After analyzing the **profitability, growth**, and **financial health** of the **Consumer Staples, Industrials**, and **Information Technology** industries, it's clear that each sector has its own strengths and challenges. However, given my preference for **stability and low risk**, as well as my work experience at **Whole Foods, UPS**, and **Walmart**, the **Consumer Staples** industry stands out as the best fit for my career as a **Supply Chain Analyst**.

### Why Consumer Staples?

1. **Stability:** The Consumer Staples industry includes essential goods like food, beverages, and household products, which are always in demand. This makes it one of the most stable industries, even during economic downturns.

2. **Profitability:** While the median net income is slightly negative, the top-performing companies in this industry are highly profitable (90th percentile operating income is \$1,331.30M). This suggests that there are strong opportunities for growth and advancement within well-established companies.

3. **Relevance to My Experience:** My previous roles at **Whole Foods** and **Walmart** have given me firsthand experience in retail and grocery supply chains, making this industry a natural fit for my skills and background.

### Industrials and Information Technology

#### Industrials

While this industry offers moderate stability and growth, the variability in profitability (many companies operate at a loss) makes it a riskier choice for someone just starting their career.

#### Information Technology

Although this industry has high growth potential and strong financial health, the high proportion of companies operating at a loss and the competitive nature of the sector make it less suitable for someone seeking stability and low risk.

By choosing the **Consumer Staples** industry, I am confident that I can build a stable and rewarding career as a **Supply Chain Analyst**, leveraging my past experience and aligning with my long-term career goals.