

Looking for a Sweet Career?

Remember seeing "Willy Wonka & the Chocolate Factory" when you were a kid and wishing you could join Charlie Bucket in roaming around that deliciously exciting place? Maybe you even thought a candy factory would be a wonderful place to work.



About 70,000 people have found good jobs at the 600 companies who are members of the National Confectioners Association and with hundreds of smaller candy producers. Every job in the candy industry supports six other jobs in the economy with companies who supply the industry with everything from ingredients and mixing machines, to companies that ship and warehouse products, to retail outlets where candy is sold. That's nearly a half a million jobs!

In the United States, more than \$34 billion worth of candy and chocolate is purchased every year. Globally, well over \$100 billion is spent on sweets. The volume of candy sales is more stable than the economy. The outlook for jobs in the future is very good, especially considering the appeal of American-made candy in Asia, Australia, Canada and Europe.

Because of the number of employers and the industry's geographical diversity, it encompasses almost every kind of career you can imagine. This list shows some of the types of jobs to be found in the candy industry.

- Management
- Administration
- Sales
- Marketing
- Advertising
- On-line production
- Line Supervision
- Mechanical Engineering
- Electrical Engineering
- Chemistry/Food Science
- Industrial Engineering
- Packaging
- Transportation
- Drafting
- Machine Operation
- Ergonomics

Candy manufacturers, like those in other fields, help their employees get the additional training they need to "move up the ladder." Production workers are generally required to be high school graduates, and many have college degrees.

Many candy companies use robotics to manufacture candy boxes and to pack and wrap product. While the robots do tasks previously performed by people, new employees, skilled in electronics, are required to program them and keep them operating.

The majority of candy manufacturers in the U.S. are small to mid-sized companies, many family-owned. There are also large candy companies on the Fortune 500, some of them are publically owned and traded on the stock market.

The confectionery industry has been making life sweeter for hundreds of years. Wouldn't you like to be part of this American tradition?

The following page explains more about the kinds of positions typically available in the candy industry.

Position	Education Required	Responsibilities
Accountant	Bachelor's Degree	Record and analyze financial data to assist with budgeting, performance evaluation, cost and asset management.
Drafter/CAD Operator	Associate's or Bachelor's Degree	Take ideas, rough sketches and specifications and translate them into a set of precise working instructions from which machines, work spaces or buildings can be constructed.
Electrical Engineer	Bachelor's Degree	Design new products, write performance requirements, develop maintenance schedules, test equipment, solve operating problems, estimate time and cost of engineering projects, may include work with robotics.
Food Scientist	Bachelor's degree in food science or chemistry	Develop new or improved food products, test products for compliance with industry and government specifications and regulations.
Human Resources/Personnel Director	Bachelor's Degree	Develop and coordinate personnel programs and policies, recruit and interview new hires, supervise employee training programs, help company maximize employees' skills, supervise employee benefits programs, boost employees' satisfaction.
Industrial Engineer	Bachelor's Degree	Plan and monitor workplace design, conduct time-, methods- and motion-study analyses to make production as efficient as possible.
Line Production Worker	High School Graduate Preferred	Form candy by hand or, more frequently, operate one of several machines in the candy-making process.
Marketing Director	Bachelor's Degree	Determine demand for products, develop detailed marketing strategy, identify potential customers, develop pricing strategy to maximize company's market share, monitor trends that indicate need for new products, promote the product.
Mechanical Engineer	Bachelor's Degree	System integration – design and maintain machines to work with others in the production process.
Production Manager	Bachelor's Degree in business administration or industrial engineering	Production scheduling, staffing, equipment, quality control, inventory control, coordination of production activities with those of other departments.
Purchasing Director	Bachelor's Degree	Obtain highest quality supplies at lowest cost, negotiate and award contracts, study sales records, inventory stock levels, keep abreast of changes that affect supply and demand.
Sales Person	Bachelor's Degree	Market products to wholesale and retail buyers, provide advice to clients on how to increase sales, represent the company at sales conventions.
Administration	High School or Associate's Degree	Schedule appointments, organize and maintain paper and electronic files, manage projects, produce correspondence, handle travel arrangements, operate office equipment, including computers (spreadsheets, word processing, database management and desktop publishing).