



## Reinventing Careers Through MID

How Greg McMillian went from lawyer to MID grad



Greg McMillian's journey to the Master of Industrial Distribution (MID) program at Texas A&M University didn't come conventionally.

**McMillian entered the MID program with 16 years of experience in practicing the law.** He became a licensed attorney in 2005, starting out as a prosecutor before going into business law. Eventually, McMillian became an

assistant general counsel for a tax consulting firm where he handled contract negotiation for the sales team. "That was my first experience with sales," he said. "They were the 'good cop' that would say yes to everything, and I was the 'bad cop' that had to ensure everything worked according to the law."

**McMillian began to realize that being an attorney wasn't for him, and he wanted a career change.** Making such a transition, however, proved to be a major challenge. "I kept running into a wall because people only saw that I was a licensed attorney, and they didn't understand why I wanted a change," he explained. "I wasn't getting anywhere. I was just spinning my wheels."

**After coming to the decision that sales would be the best route to take, McMillian quickly discovered the MID program at Texas A&M.** However, he was hesitant at first. "I didn't think it was possible," said McMillian. "I thought there was no way I had the background to do this."

**Facing a crossroads in his career, McMillian looked to the MID program for a new direction.** "When I came into the MID program, I told them I was looking for a career change," he explained. "For a long time I'd know that I would have to change at some point and it was going to be a struggle. I didn't know where I was going to end up, because I didn't have the understanding."

**McMillian began looking closer at industrial distribution itself and the role of sales.** He talked with others in the industry. "I listened to a lot of the things they did on a daily basis. Some of their roles were very similar to what I had been doing as an attorney, only I handled clients while they handled customers," McMillian explained. "They still had to know how to find solutions for people. When there were problems, they knew what to do about it to make the customer happy and expedite things when they needed to be expedited. That really stuck with me."

**Once McMillian began approaching other companies as a student in the MID program, companies began seeing him in a different way.** Instead of being met with confusion about his career background as a lawyer, people started listening to McMillian's career aspirations and direction. "Being in the MID program gave legitimacy to my goal," he said. "It opened so many doors for me."

**Gaining real-world, forward-thinking, knowledge in the MID program really stood out to McMillian compared to his past experiences.** "All of my previous education was spent learning about the past, so it was a breath of fresh air to be learning about the future through the MID program. It's something you can learn right now, walk out the door, and go apply it somewhere."



***The specialized and more in-depth experience of the MID program was more attractive for McMillian than a typical MBA.***

"If I had to choose between an MBA or the MID degree, there's no comparison. You can follow the herd and get an MBA, or you can get more specialized and make a name for yourself with the MID program," he said.

***It wasn't just the specialization of the program that stood out to McMillian, it was the relevance of the MID curriculum.***

"What you're learning is unique. It's futuristic. The world is only going to become more aware of how critical global supply chain really is. If you want to dive into gaining a knowledge base that separates you from everyone else, this is the way to go. It touches so many businesses across the spectrum and is applicable in so many areas."

***The full-service aspect of the MID program really impressed McMillian.***

"I was just a number in law school and my undergraduate years. The level of customer service that I received from the MID program was astonishing. There is a much closer relationship with the students. That's what kept me going. They were one email or phone call away if you needed something. I've never experienced that in higher education."

***McMillian's journey through the MID program turned into a***

***rewarding, life-changing, experience.*** "All of the promises made have all been kept," explained McMillian. "I was able to obtain a job before graduation and completely made a career change. I soaked as much as I could out of this program. I met the people involved in the day-to-day operations, I made it a priority to know the professors and really treat this as intimate as I could. I think it paid off."



## About Texas A&M's Master of Industrial Distribution

Texas A&M's Master of Industrial Distribution (MID) is a 4-semester, part-time, mobile learning graduation program designed for working professionals. By incorporating both academic professors and industry leaders who co-teach each course, students not only learn theories, but applicable supply chain management, logistics, and profitability of distributors and manufacturers in industrial channels.

Request more information about the program and learn more.