

### **Society of Female Transportation Professionals**



## Roquita Coleman

CN Railroad Solutions Manager, CN Supply Chain Solutions

University of Memphis Business Administration and Organizational Management

#### Q How did you select your college major?

A I began my studies in early childhood development. After a short time as a student teacher, it became clear that education was not the field I wanted to pursue so I redirected my studies to a program that better aligned with the career path that I had fallen into, at the time.

#### **Q** What was the biggest influence in your selection of major/career?

A The company I worked for offered tuition reimbursement for majors that were relevant to their business. I opted to take advantage of this.

# Q If you could go back to high school and select any elective course to take that would have better prepared you for college, what would it be?

A course that explores the synergy between personality, skills, interest and career choices. Perhaps it would be called The Psychology of Career Selection.

#### **Q** What attracted you to the transportation industry?

A Gravity ....

#### **Q** What is your favorite aspect of your job?

A Digging into the complexities of a company's supply process and developing solutions for a sustainable supply chain.

# Q How do you/your company make a positive impact on society/our community?

A One of the things that strikes me as most impactful is the organization's intention around diversity in its workforce. Not just diversity on a surface level but a real collaboration, of differences on every level, in an effort to enable the flow of goods. The railroads are a critical part of the global supply chain. The books students study at the University are first trees that are chopped down and moved, primarily by rail, to processing plants. The railroad is often at the beginning and end of, what we aim to be, a seamless supply process and the people are critical to that. The company's actions tell me that we want our people to be reflective of the communities we serve. For an industry that has traditionally been dominated by men, that happens some organically but it also has to be intentionally. I love working for a company who has intention around that in this city! It says times are changing and that gives people hope.

## **Q** What's the most interesting thing you have been able to do in your professional career?

A The most interesting thing I have done in my career has been coaching/mentoring sales professionals who lost a passion for sales and were chronic underperformers; encouraging them in a way that re-ignited their energy and desire for achievement. It is always a pleasure to work with the folks who are self-motivated performers. The real achievement, for me, has been in working with people most would have considered a lost cause. Having that person show up to work with renewed purpose, define goals and an enthusiasm others thought impossible..... that's truly rewarding.

#### **Q** What makes you get up each morning excited about your profession?

A My children! I am their role model, their first example of what it means to be happy in the work you do, to earn an income while pursuing your passion. I don't want them to ever believe they have to choose between earning an income OR being happy. They can do both and as long as I demonstrating that, being that example, I have great cause to wake up every morning doing the job I do.

# **Q** What advice would you share with K-12 students that are considering your profession?

A Take some time to get to know people who do the jobs in various parts of the business you are interested in. Over summer breaks, as your parents if you can spend a little time meeting people in their companies that perform the jobs you believe yourself to be interested in. Call family members and ask questions about what they do, what makes up their goals and tasks for the day, what education was required to qualify for the job. Learn as much about the industry from the people who are already in it so that you can make a more deliberate decision around your education.