

CAREER COMPARISONS – FUNERAL SERVICE PROFESSIONS TO MILITARY ROLES

MILITARY ROLE	FUNERAL SERVICE ROLE	CORE COMPETENCIES
Army/Marine Corps: Mortuary Affairs Officer (specialized training available to all officers)	Funeral Director	Customer service, communication and organization skills. Tech savvy, respectful of rules, understands confidentiality, team player.
Army/Marine Corps: 92M Mortuary Affairs Specialist	Funeral Assistant	Organization, flexibility, understands ID procedures and rules, disciplined.
Navy: Rating HM-Mortuary	Embalmer	Technical skills, understands ID procedures and rules, comfortable with anatomy.
Air Force: Services career field (3F1X1) which includes hospitality, retail and mortuary affairs.	Crematory Operator	Follows ID procedures and rules, high ethical and confidentiality standards.
	Cemetery Professional	Strong customer service skills, tech savvy, respectful of rules, organized and disciplined.
Each service has heavy equipment operators, found in the construction career fields.	Heavy Equipment Operator / Cemetery Grounds Crew	Understands and respects safety rules, team-building and customer service skills.
Mortuary affairs personnel are trained in customer service and compassionate listening to assist grieving families. Each service has recruiters trained in sales techniques.	Pre-Arrangement Counselors	Compassionate sales and listening skills, accountability, responsibility, strong writing and verbal communications.
Each service has recruiters trained in sales who travel extensively, complete legal paperwork and are tech savvy.	Business to Business Sales	Strong interpersonal skills, excellent written and verbal communication skills, tech savvy, willingness to travel regionally.
Each service has various maintenance roles – vehicle, armor, aviation, electronics equipment, etc.	Fleet Maintenance Staff	Mechanical and automotive skills, attention to detail, capacity for teamwork, organized and disciplined.



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