


THE SUCCESSFUL VET

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 Want the full playbook? Read *The Successful Veteran* — the complete civilian transition guide for service members leaving the military.

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MOS / RATING / AFSC / SPECIALTY TRANSLATION WORKSHEET

Turn Your Military Experience Into Civilian Language That Gets Callbacks

Your military specialty is not a liability — it's a résumé written in code. This worksheet walks you through the 3-step framework to translate your experience into civilian language hiring managers can actually understand and act on. Works for Army MOS, Navy Rating, Air Force AFSC, Marine MOS, and Coast Guard Rating.

STEP 1 — Identify Your Top 5 Military Duties

List your 5 most significant military duties or responsibilities — exactly as you would write them in a performance evaluation, NCOER, EVAL, OPR, FITREP, or Coast Guard EER. Use military language here. We'll translate in Step 2.

#	My Military Duty / Responsibility (in military language)
1	
2	
3	
4	
5	

AI PROMPT — Use This

"I am a transitioning U.S. [branch] veteran with [MOS/Rating/AFSC] experience. Here are my top 5 military duties: [paste your list from above]. Translate each one into civilian business language for a [target role] position. Use business terminology and prioritize specific results, metrics, and outcomes. Do not use military acronyms. Do not use passive words like the verbs 'led', 'managed', 'oversaw', or 'directed' — instead use active voice and show what

changed, improved, or was delivered. The intent is to demonstrate impact to the organization and what skill, tool or system I used to do it."

STEP 2 — Translate Each Duty Into Civilian Language

Paste the AI output here, or write your own civilian translation. Use the example below as a guide.

EXAMPLE

Military: "Served as the primary 92A responsible for managing PLL and shop stock in a forward-deployed environment."

Civilian: "Drove 99% parts availability across a remote operating location supporting a 400-person team, with \$1.2M of mission-critical inventory tracked to a 0.3% loss rate over 18 months."

#	Civilian Translation	Quantified? (#, %, \$, or timeframe)
1		
2		
3		
4		
5		

► PRO TIP

Every bullet needs a number. Dollar value of assets, team size, error rate reduced, mission success %, time saved, or throughput. If you don't have an exact number, estimate conservatively and use "approximately." Vague bullets get ignored.

STEP 3 — Build Your LinkedIn Headline

Use your top 2–3 translated duties to build a civilian LinkedIn headline. It should communicate your value, not your military code.

FORMULA

[Core Skill] + [Secondary Skill] + [Result You Deliver] + [Years of Experience OR Industry]

Example: "Operations Leader | Supply Chain & Logistics | Delivering 99% On-Time Performance for High-Stakes Teams | 8 Years"



AI PROMPT — Use This

"I am a transitioning U.S. [branch] veteran with [MOS/Rating/AFSC] experience targeting [role/industry]. Write me 5 LinkedIn headline options in civilian language, each under 120 characters. Make them specific, results-focused, and recruiter-friendly. Do not use the verbs 'led', 'managed', 'oversaw', or 'directed' — show what I deliver, improve, or build."

My LinkedIn Headline (choose one or combine):

CROSSWALK QUICK REFERENCE — ALL FIVE BRANCHES

Find your code below and see the civilian roles and skills it maps to most directly. Each branch has its own table — Army (MOS), Navy (Rating), Air Force (AFSC), Marine Corps (MOS), and Coast Guard (Rating).

ARMY (MOS)

20 common Army Military Occupational Specialty crosswalks.

Code	Military Title	Civilian Role Equivalents	Key Civilian Skills
11B	Infantryman	Security Manager; Law Enforcement; Operations Supervisor; Project Manager	Leadership; Risk Assessment; Team Management; Crisis Response
12B	Combat Engineer	Construction Manager; Safety Manager; Civil Engineer Technician	Construction Planning; Demolition Safety; Project Execution
13F	Fire Support Specialist	Data Analyst; Intelligence Analyst; Operations Planner	Data Interpretation; Targeting Analysis; Communications
25U	Signal Support Systems Specialist	IT Support Specialist; Network Technician; Help Desk Manager	Network Administration; Hardware/Software Troubleshooting; IT Security
35F	Intelligence Analyst	Data Analyst; Risk Analyst; Business Intelligence Analyst	Research; Data Analysis; Threat Assessment; Reporting
42A	Human Resources Specialist	HR Generalist; HR Coordinator; People Operations	Onboarding; Benefits Admin; HRIS; Employee Relations
68W	Combat Medic Specialist	EMT; Medical Assistant; Healthcare Admin; Clinical Coordinator	Patient Care; Emergency Response; Medical Documentation
74D	Chemical Operations Specialist	Environmental Health & Safety Manager; Compliance Officer	Hazmat Compliance; Risk Mitigation; Safety Protocols
88M	Motor Transport Operator	Fleet Manager; Logistics Coordinator; Transportation Supervisor	Fleet Operations; Route Planning; DOT Compliance
89D	EOD Specialist	Explosive Safety Officer; Security Consultant; Risk Manager	Risk Assessment; Precision Operations; Technical Problem-Solving
91A	M1 Armor Systems Maintainer	Mechanical Engineer Tech; Fleet Maintenance Manager	Mechanical Repair; Preventive Maintenance; Equipment Diagnostics

Code	Military Title	Civilian Role Equivalents	Key Civilian Skills
92A	Automated Logistical Specialist	Supply Chain Analyst; Inventory Manager; Operations Coordinator	Inventory Control; Supply Chain Management; SAP/ERP Systems
92F	Petroleum Supply Specialist	Fuel Operations Manager; Supply Chain Coordinator; Logistics Analyst	Supply Chain; Inventory Management; Operations Planning
92Y	Unit Supply Specialist	Procurement Coordinator; Supply Chain Manager; Warehouse Manager	Purchasing; Asset Tracking; Inventory Control
94F	Computer/Detection Systems Repairer	IT Field Technician; Systems Engineer; Electronics Technician	Hardware Maintenance; Systems Troubleshooting; Electronics
11A	Infantry Officer	Operations Director; General Manager; Program Manager	Strategic Planning; Team Leadership; Mission Execution
25A	Signal Officer	IT Manager; Director of Infrastructure; CTO (SMB)	Network Architecture; IT Strategy; Systems Integration
35D	All-Source Intelligence Officer	Intelligence Manager; Risk Director; Senior Analyst	Strategic Analysis; Leadership; Threat Assessment
65D	Physician Assistant Officer	PA; Healthcare Provider; Clinical Manager	Patient Care; Diagnostics; Team Leadership
90A	Multifunctional Logistician	Director of Operations; VP Supply Chain; Logistics Executive	End-to-End Supply Chain; Strategic Planning; Multi-Site Operations

NAVY (RATING)

20 common Navy Rating crosswalks.

Code	Military Title	Civilian Role Equivalents	Key Civilian Skills
BM	Boatswain's Mate	Operations Supervisor; Maritime Logistics Coordinator; Facilities Manager	Crew Leadership; Heavy Equipment Ops; Safety Compliance
GM	Gunner's Mate	Armorer; Range Safety Officer; Industrial Maintenance Tech	Weapons Systems; Mechanical Maintenance; Inventory Accountability
EM	Electrician's Mate	Industrial Electrician; Electrical Maintenance Manager; Field Service Engineer	Power Systems; Electrical Troubleshooting; Safety Standards

Code	Military Title	Civilian Role Equivalents	Key Civilian Skills
MM	Machinist's Mate	Mechanical Engineer Tech; HVAC Technician; Plant Operator	Mechanical Systems; Preventive Maintenance; Diagnostics
IT	Information Systems Technician	Network Engineer; Systems Administrator; IT Operations Manager	Networking; Cybersecurity; Cloud/Server Admin
IS	Intelligence Specialist	Intelligence Analyst; Data Analyst; Risk/Threat Analyst	All-Source Analysis; Reporting; Geospatial Tools
CT (CTI/CTN/CTR/CTT)	Cryptologic Technician	Cybersecurity Analyst; SIGINT Analyst; Linguist; SOC Analyst	Cybersecurity; Signal Analysis; Foreign Language; Crypto Tools
HM	Hospital Corpsman	EMT/Paramedic; Medical Assistant; Healthcare Admin; Clinical Coordinator	Patient Care; Emergency Response; Medical Documentation
YN	Yeoman	Executive Assistant; HR Coordinator; Office Manager	Records Management; Correspondence; Personnel Admin
LS	Logistics Specialist	Supply Chain Analyst; Inventory Manager; Procurement Specialist	Inventory Control; Purchasing; ERP Systems
MA	Master-at-Arms	Security Manager; Law Enforcement; Loss Prevention; Corporate Security	Force Protection; Investigations; Access Control
AT	Aviation Electronics Technician	Avionics Tech; Electronics Engineer Tech; Field Service Engineer	Avionics; Electronic Troubleshooting; Calibration
AD	Aviation Machinist's Mate	Aircraft Mechanic; Powerplant Technician; Fleet Maintenance	Engine Repair; Diagnostics; Maintenance Records
AM	Aviation Structural Mechanic	Airframe Technician; Sheet Metal Mechanic; Structural Repair Tech	Airframe Repair; Composite Materials; Inspections
AWO/AWS/AWR/AWF	Naval Aircrewman	Aviation Operations Specialist; Search & Rescue; Crew Chief	Aircrew Ops; Mission Systems; SAR Procedures
AE	Aviation Electrician's Mate	Aircraft Electrician; Avionics Tech; Industrial Electrician	Aircraft Electrical; Wiring; Diagnostics
FC	Fire Controlman	Systems Engineer Tech; Radar/Combat Systems Tech; Field Engineer	Combat Systems; Computer Networks; Calibration

Code	Military Title	Civilian Role Equivalents	Key Civilian Skills
ET	Electronics Technician	Electronics Engineer Tech; RF Technician; Telecom Technician	Communications Systems; RF Equipment; Test Instruments
ABE/ABF/ABH	Aviation Boatswain's Mate	Aircraft Ground Support; Fuel Operations; Flight Line Supervisor	Flight Deck Ops; Fuel Handling; Crew Coordination
SEAL (SO)	Special Warfare Operator	Operations Director; Security Consultant; Program Manager	Small-Team Leadership; Risk Management; Crisis Response

AIR FORCE (AFSC)

20 common Air Force Specialty Code crosswalks.

Code	Military Title	Civilian Role Equivalents	Key Civilian Skills
1A1X1	Flight Engineer	Aircraft Systems Engineer; Flight Operations Manager	Systems Monitoring; Pre-Flight Inspection; Performance Analysis
1A8X1	Airborne Cryptologic Language Analyst	Linguist; Intelligence Analyst; SIGINT Analyst	Foreign Language; Signal Analysis; Reporting
1C1X1	Air Traffic Controller	Air Traffic Controller (FAA); Operations Dispatcher; Logistics Controller	Real-Time Decision-Making; Communications; FAA Standards
1C5X1	Command & Control Operations	Operations Center Supervisor; Dispatch Manager; Emergency Coordinator	Battle/Operations Tracking; Multi-Channel Comms; Escalation Management
1D7X1	Cyber Defense Operations	Cybersecurity Analyst; SOC Analyst; Network Defender	SIEM; Incident Response; Vulnerability Management
1N0X1	All-Source Intelligence Analyst	Intelligence Analyst; Business Intelligence Analyst; Risk Analyst	All-Source Fusion; Briefings; Threat Assessment
1N1X1	Geospatial Intelligence	GIS Analyst; Imagery Analyst; Geospatial Engineer	GIS Tools; Imagery Exploitation; Spatial Analysis
1N4X1	Network Intelligence Analyst	Cyber Threat Analyst; Network Forensics Analyst; SIGINT Analyst	Network Traffic Analysis; Threat Hunting; Reporting
2A3X3	Tactical Aircraft Maintenance	Aircraft Mechanic; Maintenance Supervisor; Field Service Engineer	Aircraft Maintenance; Diagnostics; Flight Line Ops

Code	Military Title	Civilian Role Equivalents	Key Civilian Skills
2A5X1	Airlift/Special Mission Aircraft Maintenance	Aircraft Maintenance Manager; Heavy Aircraft Mechanic	Maintenance Planning; Inspections; Records Management
2FOX1	Fuels Specialist	Fuel Operations Manager; Supply Chain Coordinator	Fuel Handling; Inventory Control; Environmental Compliance
2T2X1	Air Transportation	Cargo Operations Supervisor; Logistics Coordinator; TSA-style Operations Lead	Air Cargo; Hazmat; Passenger Movement; Load Planning
3D0X2	Cyber Systems Operations	Systems Administrator; Cloud Engineer; IT Operations Manager	Server Admin; Active Directory; Cloud Platforms
3D1X1	Client Systems	Help Desk Lead; Desktop Support Engineer; IT Support Manager	End-User Support; Imaging; Ticketing Systems
3E0X2	Electrical Power Production	Power Plant Operator; Industrial Electrician; Facilities Engineer	Generators; Switchgear; Emergency Power
3E5X1	Engineering	Civil Engineer Technician; Project Engineer; Construction Manager	Site Surveys; Design Drawings; Construction Oversight
3F1X1	Services / Force Support	HR Generalist; Operations Manager; Hospitality/Facilities Manager	Employee Programs; Food/Lodging Ops; Customer Service
3F2X1	Education & Training	Corporate Trainer; Learning & Development Specialist; Instructional Designer	Curriculum Design; Adult Learning; Training Evaluation
4N0X1	Aerospace Medical Service	Medical Assistant; EMT; Clinical Coordinator	Patient Care; Emergency Response; Medical Records
13S/13N	Space/Nuclear & Missile Officer	Aerospace Program Manager; Systems Engineer; Operations Director	Program Management; Systems Integration; Risk Oversight

MARINE CORPS (MOS)

20 common Marine Corps Military Occupational Specialty crosswalks.

Code	Military Title	Civilian Role Equivalents	Key Civilian Skills
0311	Rifleman	Security Manager; Law Enforcement; Operations Supervisor; Project Coordinator	Leadership; Risk Assessment; Team Coordination; Crisis Response

Code	Military Title	Civilian Role Equivalents	Key Civilian Skills
0313	Light Armored Reconnaissance	Operations Lead; Security Consultant; Surveillance Specialist	Recon; Combat Driving; Communications; Decision-Making
0331	Machine Gunner	Range Safety Officer; Armorer; Operations Supervisor	Weapons Systems; Crew Drills; Risk Management
0341	Mortarman	Field Operations Lead; Logistics/Ammunition Coordinator	Indirect-Fire Ops; Calculations; Team Coordination
0511	MAGTF Planner	Operations Planner; Program Manager; Strategy Consultant	Operations Planning; Stakeholder Coordination; Briefings
0621	Field Radio Operator	Telecommunications Tech; Network Technician; Field IT	Radio Systems; Comms Setup; Troubleshooting
0651	Cyber Network Operator	Network Engineer; Systems Administrator; SOC Analyst	Networking; Cybersecurity; Cisco Systems
0811	Field Artillery Cannoneer	Heavy Equipment Operator; Operations Supervisor; Logistics Coordinator	Heavy Equipment; Crew Drills; Safety Procedures
0844	Field Artillery Fire Control Marine	Data Analyst; Operations Analyst; Targeting Specialist	Calculations; Coordination; Battle Tracking
1371	Combat Engineer	Construction Manager; Safety Officer; Field Engineer	Construction Planning; Demolition Safety; Heavy Equipment
1391	Bulk Fuel Specialist	Fuel Operations Manager; Supply Chain Coordinator	Fuel Handling; Storage; Distribution; Safety
1812	M1A1 Tank Crewman	Heavy Equipment Operator; Fleet Maintenance Lead; Logistics Coordinator	Vehicle Operations; Maintenance; Crew Leadership
2147	Light Armored Vehicle Repairer	Mechanical Engineer Tech; Fleet Maintenance Supervisor	Mechanical Repair; Diagnostics; Hydraulics
2629	Cryptologic Digital Network Tech / Analyst	Cybersecurity Analyst; SIGINT Analyst; Threat Intel Analyst	Network Analysis; Threat Hunting; Reporting
3043	Supply Administration & Operations	Supply Chain Analyst; Procurement Coordinator; Inventory Manager	Inventory Control; ERP/SAP; Purchasing
3381	Food Service Specialist	Food Service Manager; Operations Supervisor; Hospitality Manager	Food Service Ops; Inventory; Sanitation Standards

Code	Military Title	Civilian Role Equivalents	Key Civilian Skills
3531	Motor Vehicle Operator	Fleet Manager; Logistics Coordinator; Transportation Supervisor	Fleet Ops; Route Planning; DOT Compliance
6042	Aviation Maintenance Controller	Maintenance Planner; Operations Manager; Logistics Lead	Maintenance Scheduling; Records; Quality Assurance
8014	Marine MOS Field — Operations Officer	Operations Director; General Manager; Program Manager	Strategic Planning; Team Leadership; Mission Execution
HM (Navy attached)	Corpsman with Marines (FMF)	EMT/Paramedic; Medical Assistant; Clinical Coordinator	Patient Care; Emergency Response; Field Medicine

COAST GUARD (RATING)

20 common Coast Guard Rating crosswalks.


Code	Military Title	Civilian Role Equivalents	Key Civilian Skills
BM	Boatswain's Mate	Maritime Operations Supervisor; Port Operations Lead; Facilities Manager	Crew Leadership; Vessel Ops; Safety Compliance
MK	Machinery Technician	Marine Mechanic; Mechanical Engineer Tech; HVAC Technician	Mechanical Repair; Diagnostics; Engine Systems
DC	Damage Controlman	Safety Manager; Fire Protection Specialist; Facilities Maintenance Lead	Firefighting; Welding/Pipefitting; Emergency Response
EM	Electrician's Mate	Industrial Electrician; Electrical Maintenance Supervisor	Power Systems; Electrical Troubleshooting; Safety Standards
ET	Electronics Technician	Electronics Engineer Tech; Communications Tech; Radar/Nav Systems Tech	Communications Systems; RF Equipment; Calibration
IT	Information Systems Technician	Network Administrator; Systems Engineer; IT Operations Manager	Networking; Server Admin; Cybersecurity
OS	Operations Specialist	Operations Dispatcher; Command Center Supervisor; Logistics Controller	Command-and-Control; Multi-Channel Comms; Vessel Tracking
MST	Marine Science Technician	Environmental Compliance Specialist; Hazmat Inspector; Port Safety Officer	Hazmat Response; Pollution Investigations; Inspections


Code	Military Title	Civilian Role Equivalents	Key Civilian Skills
ME	Maritime Enforcement Specialist	Law Enforcement Officer; Security Manager; Federal Investigator	Law Enforcement; Investigations; Use-of-Force Training
IS	Intelligence Specialist	Intelligence Analyst; Risk Analyst; Threat Intel Analyst	All-Source Analysis; Reporting; Geospatial Tools
YN	Yeoman	Executive Assistant; HR Coordinator; Office Manager	Records Management; Correspondence; HR Admin
SK / Storekeeper	Storekeeper / Logistics	Supply Chain Analyst; Inventory Manager; Procurement Coordinator	Inventory Control; Purchasing; ERP Systems
HS	Health Services Technician	EMT; Medical Assistant; Clinical Coordinator; Health Admin	Patient Care; Medical Documentation; Pharmacy Ops
AET	Avionics Electrical Technician	Avionics Technician; Electronics Engineer Tech	Aircraft Electrical; Avionics; Diagnostics
AMT	Aviation Maintenance Technician	Aircraft Mechanic; A&P Mechanic; Fleet Maintenance Tech	Powerplant; Airframe; Inspections; FAA Records
AST	Aviation Survival Technician	EMT; Search & Rescue Specialist; Safety Trainer	Rescue Swimmer; Emergency Medical; Survival Training
MAC (Aviation Maintenance Chief)	Senior Aviation Maintenance Leader	Maintenance Manager; Operations Director; Quality Assurance Lead	Program Oversight; Multi-Site Maintenance; Audits
INV	Investigator (CGI)	Federal Investigator; Compliance Investigator; Corporate Security Lead	Investigations; Interviewing; Case Management
PA	Public Affairs Specialist	Communications Manager; PR Specialist; Content Strategist	Media Relations; Writing; Crisis Communications
OFFICER (DCO)	Direct Commission Officer (varied)	Director; Program Manager; Executive Leadership	Strategic Planning; Cross-Functional Leadership; Risk Management

Code not listed above?

Use this AI prompt: "I am a U.S. [branch] veteran with the code [MOS/Rating/AFSC]. List the top 5 civilian roles this maps to and the top 8 civilian skills I should highlight on my resume and LinkedIn. Avoid the verbs 'led', 'managed', 'oversaw', and 'directed' in skill descriptions — focus on outcomes and capabilities." It takes 30 seconds.

Your transition doesn't end with this page. Everything here is part of a larger mission — built by a veteran, for veterans.

 **The Successful Veteran: A Companion Guide to Military Transition** — the complete tactical playbook for your transition. Available on Amazon: amazon.com/dp/B0DJL271C9

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