



## SALES CERTIFICATE

The Sales Certificate is designed to assist students in gaining the necessary knowledge and competencies to succeed in an entry-level sales position or be promoted to a higher-level management position in the field of sales. The Sales Certificate is fully embedded within the Marketing and Sales Technology degree, so students wishing to complete an associate's degree will be able to utilize all of the credits from the certificate toward the degree. Additionally, the Sales Certificate could be taken in conjunction with other certificates to create an Associate of Technical Studies (ATS) degree in order to tailor the education to a particular career. For example, completing the Sales Certificate and the Insurance Certificate, students can prepare for a position as an Insurance Agent. Some additional coursework may be needed to meet the requirements of the ATS degree. See your academic advisor for more details.

### JOB OPPORTUNITIES FOR GRADUATES

The Sales Certificate has been developed to prepare students for entry-level sales positions in a number of diverse fields, including but not limited to advertising, travel agent, wholesale and manufacturing, insurance, real-estate, or solar sales.

### SALARY

The U.S. Department of Labor, Bureau of Labor Statistics for the Northwest Ohio area, reports annual salaries for positions such as those listed above range from \$32,350 to \$79,990.

### LOCATION

Toledo  
Hybrid

### REQUIRED COURSES

IST 131	Computer Concepts and Apps	Credits: 3(Lec: 3)
ENG 111	Composition I *	Credits: 3(Lec: 3)
or		
ENG 111P	Composition I Plus *	Credits: 4(Lec: 4)
MTH 133	Quantitative Reasoning *	Credits: 3(Lec: 3 Lab: 1)
MKT 125	Personal Selling	Credits: 3(Lec: 3)
MKT 101	Marketing	Credits: 3(Lec: 3)
ECO 201	Microeconomics *	Course Credits: 3(Lec: 3)
IST 235	Spreadsheet Applications-Excel	Credits: 3(Lec: 3)
or		
BUS 150	Data Analysis for Business	Credits: 3(Lec: 3)
MKT 225	Sales Management	Credits: 3(Lec: 3)
MKT 242	Marketing on the Web	Credits: 3(Lec: 3)
MKT 210	Marketing Planning & Mgmt	Credits: 3(Lec: 3)

\*Ohio Transfer Module Course

More information about the Ohio Transfer Module Course can be found at [www.ohiohighered.org/transfer/transfermodule](http://www.ohiohighered.org/transfer/transfermodule)

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