

MARKETING EDUCATION

2018-2019



Marketing Education is designed for students interested in pursuing a career in marketing, management or a related field. Students obtain skills in marketing, distribution, management, sales, promotion, and entrepreneurship. This program is also offered at several satellite classrooms within Penta's member school districts. Marketing programs are available at: Anthony Wayne, Oak Harbor, Bowling Green, Maumee, Perrysburg, and Rossford high schools.

Program Highlights:

- Experience a wide range of dynamic business strategies for creating, communicating and delivering products and services to customers
- Design and implement powerful marketing and management plans to solve real-world business challenges
- Work with marketing professionals in a competitive business management setting

The Program Focuses on the Following State Approved Courses:

- Marketing Principles
- Marketing Applications
- Strategic Entrepreneurship
- Integrated Marketing Communications
- Marketing Capstone



COST-FREE COLLEGE CREDIT OPPORTUNITIES

College Credit Plus through Owens Community College

- BUS 101: Contemporary Business (3 Credit Hours)
- BUS 102: College & Career Professional (3 Credit Hours)
- MKT 125: Personal Selling (3 Credit Hours)

Career Technical Credit Transfer (CT2)

- CTENTR001: Introduction to Entrepreneurship (3 Credit Hours)

Articulated Credits through Hocking College – Up to 9 Credit Hours

Articulated Credits through Northwest State Community College – 3 Credit Hours

Articulated Credits through Northwood University – 3 Credit Hours

Articulated Credits through the University of Northwestern Ohio – 5 Credit Hours

INDUSTRY-RECOGNIZED CREDENTIALS (POINT VALUES)

- RISE UP Retail Industry Fundamentals (3 Points)
- RISE UP Customer Service and Sales (3 Points)
- RISE UP Advanced Customer Service and Sales (3 Points)

OHIO MEANS JOBS OCCUPATIONS LISTED ACCORDING TO TYPICAL SALARY

OCCUPATION TITLE	TYPICAL SALARY- BOTTOM 10%	TYPICAL SALARY- MEDIAN	TYPICAL SALARY- TOP 10%	EDUCATION LEVEL	ANNUAL JOB OPENINGS
Customer Service Representatives*	\$21,290	\$32,240	\$51,480	HS Diploma or Equivalent	11,760
Sales Representatives, Wholesale and Manufacturing*	\$30,180	\$57,390	\$117,000	HS Diploma or Equivalent	5,120
Property and Real Estate, and Community Association Managers*	\$32,040	\$50,580	\$102,750	HS Diploma or Equivalent	820
Market Research Analysts and Marketing Specialists*	\$34,000	\$60,040	\$108,150	Bachelor's Degree	2,760
Online Merchants*	\$35,760	\$64,990	\$106,840	Bachelor's Degree	3,400
Search Marketing Strategists*	\$37,660	\$79,340	\$116,750	Bachelor's Degree	490
Storage and Distribution Managers	\$54,940	\$87,040	\$147,570	HS Diploma or Equivalent	460
Sales Managers*	\$65,110	\$118,320	\$187,200	Bachelor's Degree	1,070
Marketing Managers*	\$67,860	\$118,630	\$187,200	Bachelor's Degree	530

JOB OUTLOOK COMPILED BY OHIO MEANS JOBS AS OF OCTOBER 2018; VISIT OHIOMEANSJOBS.COM FOR MORE INFORMATION.

*Denotes an In-Demand Occupation in the State of Ohio

Instructor: Jason Biniker 419.666.1120 Ext. 1301 jbiniker@pentacc.org

Supervisor: Jerry Gladieux 419.661.6492 ggladieux@pentacc.org

Career Services: Marshall Wolf 419.661.6372 mwolf@pentacc.org

Admissions: Tricia Hornyak 419.661.6498 thornyak@pentacc.org

EDUCATION WITH PURPOSE CAREER TREE



TECHNICAL CAREERS

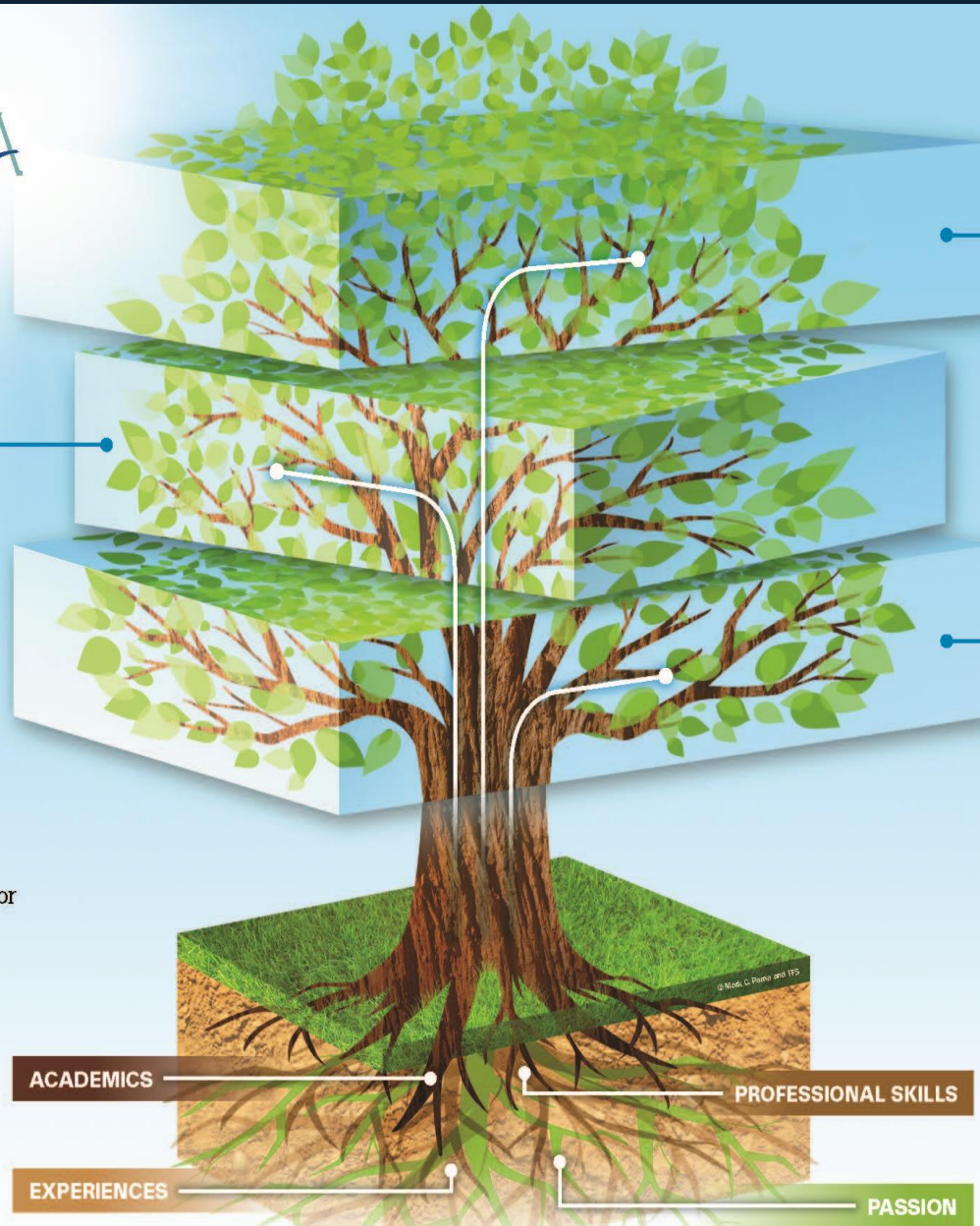
- Advertising & Promotion Manager
- Business Owner
- Fashion Merchandiser
- Franchiser
- Hotel Manager
- Distribution/Logistics Manager
- Real Estate Agent
- Retail Store Manager
- Inside Sales Market Representative
- Trade Expansion Manager
- Direct Marketing Coordinator
- Travel Agent

PROFESSIONAL CAREERS

- Advertising Sales Agent
- Brand Manager
- Concert Promoter
- Fashion Designer
- Human Resource Manager
- Marketing Research Analyst
- Marketing Strategist
- Meeting, Convention, Event Planner
- Public Relations Specialist
- Sales Manager
- Sports Marketer
- Wholesale and Retail Buyer

ENTRY-LEVEL CAREERS

- Bank Teller
- Social Media Coordinator
- Cashier
- Entrepreneur
- Customer Service Representative
- Food Service Manager
- Distribution Center Associate
- Insurance Sales Agent
- Property Manager
- Retail Salesperson
- Multimedia Marketing Assistant
- Waiter/Waitress



ACADEMICS

PROFESSIONAL SKILLS

EXPERIENCES

PASSION

MARKETING EDUCATION



For Career Tree® tools and materials please visit TFSresults.com and call our team at 330.840.2680.

The Education Only Purpose of CareerTree® name, image, likeness, and all designs are copyright of MASC, Inc. and TFS. Any use of the material on this page, in whole or in part, without permission is strictly prohibited by law.