

“The instructors at MCCTC worked with the students with an understanding of their needs. The quality of advice they provided gave a realist approach to employment and personnel issues that may be encountered as Human Resource Professionals.”

Beth Reiner, Dearing Pump Co

“Our training sessions were awesome-Real World Office Issues”

Marie Lishick,

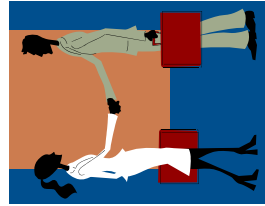
Ohio Rehabilitation Services Commission

“The Leadership & Supervisory Certificate is an excellent training tool for leaders in all facets of business.”

Karen Stacey, Leadership Mahoning Valley

“This HR program helped jump start my career as a Human Resource Asst. I gained knowledge in HR processes, procedures, laws & practices.” **Marla Adams, Corrections Corp. of America**

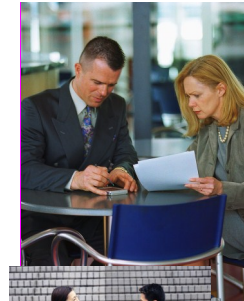
“I like receiving the handouts for future reference & the student workbooks that came with each phase of the HR certificate course. This will be invaluable material.” **Mary Beth Wilson, Vista AST2**



Classes can be customized to companies specific needs. Training can occur on company site or our site.



**Mahoning County Career Center
Workforce Development Training**



**Marketing & Sales
Solutions
Certificate**

**7300 N Palmyra Rd
Canfield, OH 44406**

**330-729-4100
www.mahoningctc.com
Rebecca.Harris@Mahoning CTC.com**

Check out our other certificates in :

Advertising & Public Relations

Supervisory/ Leadership

Customer Focused Management

Human Resources

Advanced Human Resources

Strategic Management

Mahoning County Career Center

**Adult Workforce Development
7300 North Palmyra Road
Canfield, Ohio 44406**





Marketing & Sales Solutions Certificate

Enhance your credentials and expertise while you focus your organization's marketing function to drive revenue and grow the business. Keep yourself in the know on today's advanced marketing concepts. Whether you are a new or veteran marketing or sales professional, you will benefit by participating in this Marketing & Sales Solutions Certificate.

The Marketing & Sales Solutions Certificate incorporates 5 courses listed to receive the Marketing & Sales Solutions certificate at a total cost of **\$195.00**.

Total Hours— 15

Meets twice per week on Tuesday & Thursday.

Start Date: February 28, 2012

End Date: March 15, 2012

Time: 6:00 p.m.—9:00 p.m.

Class Topics:

- Building Relationships & Overcoming Objections
- Dynamic Sales Presentations
- Entrepreneurial Marketing
- Goal Setting & Implementing Your Marketing Plan
- Selling Smarter



Hear what our students are saying:

I found the availability / topics regarding classes to be generous & updated with the most current research—basically a lot to choose from to meet my particular needs. The environment & overall atmosphere was welcoming & genuine. I would return back to MCCTC for further education. “ **Robert McBride, Homes for Kids**

“I enjoyed my Human Resources classes and was able to apply the information I learned in my current job.” **Monica Pawlen, Austintown Schools**

“The variety of Human Resource topics covered by the instructors bringing years of hands on experience to the classroom provide a foundation on which you can build or enrich a career.” **Annette Grahovac, Austintown Schools**

“As soon as I completed the HR certificate program, I got a job as an HR director.

Frank Hunt, M&M Manufacturing

“The classes were a perfect blend of curriculum, and many instructors years of experience.” **Carol Givens, LifeSkills**

“I would recommend that anyone in the field of HR/Business Management / Communications / Public Relations consider enrolling in an upcoming course. They examine self-awareness; Personally, I gained a great deal!”

Michelle Chevront, V& M Star

“I love the teaching style of my instructor. Fun informative class. Good group discussions.” **Brenda Ritz**

“Every Chief Officer in the Fire Service should attend for valuable HR information and the better manager techniques you obtain here at MCCTC's HR Certificate”. **Don Hutchison, Cardinal Joint Fire Dept**

“The HR Certificate at MCCTC is an exceptional training program for anyone looking to advance his/her career. Top level managers would benefit from this program on a variety of levels. The instructors are knowledgeable, professional & utilize the most up-to-date material to help you become successful.” **Lisa Solley, Area Agency on Aging 11, Inc.**