

WHAT WILL I LEARN?

Forming & Transforming Organizations
Impact of Change on Organizational
Structure
Organizational Structure & Design
Overview of Law & Legal Systems
Recruitment & Hiring
Risk Assessment of New Business Ventures
Social, Political and Climate Change
Strategy & Entrepreneurship
Techniques of Decision Making
Understanding Workplaces

JOB TITLES

Account Executive
Account Representative
Assistant Buyer
Benefits Administrator
Brand Manager
Buyer
Chief People Officer
Chief Sustainability Officer
Compensation Analyst
Corporate Sustainability Process Manager
Customer Service Manager
Director of Business Development
District Manager
Executive Director
Human Resource Manager
Market Representative
Marketing Manager
Merchandise Manager
National Sales Manager
Project Manager
Product Manager
Quality Control Manager
Recruiting Manager
Regional Manager
Retail Manager
Sales Manager
Sustainable Design Consultant
Sustainability Coordinator
Sustainability Specialist
Trainer



Chase Career Center

TECHNICAL SKILLS

Cloud Computing
Data Analysis & Mining
Database Management
Delphi Technology
ERP Systems: NetSuite, SAP
KPI Competency
Microsoft Dynamics
Oracle
Organizational Design & Change
Project Portfolio Management
Tableau

DESIRED SKILLS

Analytical
Attention to Detail
Brainstorming Ability
Client-Focused
Collaboration
Communication
Critical Thinking
Holistic Thinking
Leadership
Organizational
Persuasion
Strategic Planning
Time Management

CERTIFICATIONS

Certified Entrepreneur Professional (CEA)
Certified Entrepreneurial Advisor
Cert. Project Mgmt. Professional (CPMP)
Cert. Sustainable Dev. Professional (CSDP)
Innovation & Entrepreneurship Certificate
ISSP Sustainability Associate (ISSP-SA)
Professional in Human Resources (PHR)
Project Management Professional (PMP)

**POTENTIAL
EMPLOYERS**

- Acosta Sales & Marketing
- ALKU
- Alphasights
- Amazon
- Athenahealth
- Bain Capital, LP
- Barton Associates
- Biogen
- BJ's Wholesale Club
- The Buzzoto Group
- Cambridge Leadership Associates
- C&S Wholesale Grocers
- Dell EMC
- Discovery Communication
- EF Education First
- Enterprise
- Fidelity Investments
- Flywire
- Google
- The Hartford
- Hasbro
- HUBWeek
- Ken's Foods
- Kohl's
- Liberty Mutual
- MassChallenge
- MassMutual
- MGM Resorts International
- National Grid
- Octagon
- Oracle
- Sherwin Williams
- Shire Pharmaceuticals
- Sodexo
- Staples
- State Street
- The Hartford
- Target
- Thermo Fisher Scientific
- TJX
- Toyota USA
- Walgreens
- Wayfair
- Wells Fargo



INDUSTRIES

- Consulting
- Entrepreneurial Ventures
- Financial Services
- Government
- Healthcare
- Hospitality & Tourism
- Human Resources
- Information Technology
- Insurance
- Manufacturing
- Marketing
- Non-Profit
- Retail
- Sales & Distribution
- Sport Management
- Sustainability
- Transportation & Logistics

INDUSTRY ASSOCIATIONS

- American Management Association
- American Sustainable Business Council
- Association for Talent Development
- Human Resources Pro. Organization
- International Business Innovation Assn.
- Int'l. Society of Sustainability Professionals
- National Assn. of Sales Representatives
- Net Impact
- Network for Business Innovation & Sustainability
- Project Management Institute
- Society for Human Resource Mgmt.
- Society for Information Management
- U.S. Assn. for Small Business & Entrepreneurship
- U.S. Green Building Council
- Young President's Organization