

# Western Technical College

FRONT LINE SERVICE CERTIFICATE • CUSTOMER SERVICE CERTIFICATE • SALES TECHNICAL DIPLOMA • SALES MANAGEMENT DEGREE

## Sales Management Career Pathway

		Front Line Service Certificate Career-Tech Median Earnings \$11,937/yr	Customer Service Certificate Customer Service Representatives Median Earnings \$15,277/yr	Sales Technical Diploma Sales Representatives Median Earnings \$17,24 - \$28,217/yr	Sales Management Degree Sales Supervisors & Managers Median Earnings \$22,35 - \$33,157/yr
10104128	Professionalism and Success	X	X	X	X
10106106	Quality Customer Service	X	X	X	X
10154102	Software Applications for Business		X	X	X
10104119	Selling Principles		X	X	X
10102106	Introduction to Business			X	X
10104164	Principles of Inside Sales			X	X
10801198	Speech			X	X
10801195	Written Communications			X	X
10104163	Advanced Professional Selling			X	X
10104114	Marketing Principles			X	X
10101184	Business Finance and Budgeting			X	X
10809195	Economics				X
10196134	Legal Issues for Supervisors				X
10102134	Principles of Management				X
10809166	Introduction to Ethics				X
10809196	Introduction to Sociology				X
10102108	Entrepreneurship 1				X
10104165	Sales Team Management				X
10809198	Introduction to Psychology				X
10806112	Principles of Sustainability				X
10104152	Principles of Project Management				X
10804123	Math with Business Applications				X
<b>Total Credit Hours</b>		6	12	33	66

This Program was created as part of the BILTRACI PROJECT.

Wisconsin's 16 technical colleges were awarded a \$2.1 million grant from the U.S. Department of Labor in 2013 with the goal of assisting low-wage workers, Veterans, and other adults in obtaining education and joining the workforce to build a pipeline of workers in in-demand career fields.

Western Technical College is an Equal Opportunity Institution.

No person may be denied admission to, participation in, employment or the benefits of, or be discriminated against in any service, program, course, or facility of the Western Technical College District because of the person's political affiliation, age, race, creed, religion, color, handicap (disability), marital status, parental status, sex, national origin, ancestry, actual or perceived pregnancy, arrest record, conviction record, service in the armed forces, genetic testing, or use or non-use of lawful products off the District premises during non-working or non-class hours.



The Customer Service and Sales Management Pathway allows for students to get the skills they need for in demand jobs and, if the student desires, to continue their education to qualify for higher skilled, higher paying jobs.

To learn more about Western's Sales Management Program please contact us at [salesmanagement@westemtc.edu](mailto:salesmanagement@westemtc.edu)

**Western**  
experience  
**Business**  
[westerntc.edu/business](http://westerntc.edu/business)