BUSINESS DEVELOPMENT

JOB DESCRIPTION

Business Development representatives identify, evaluate and implement business opportunities that optimize their company’s assets and systems. They develop strategies for new lease acquisitions, assist with multi-year business plans and establish effective networks with customers, suppliers, local officials and other industry contacts.

EDUCATION REQUIREMENTS

Bachelor Degree in Business Administration, Finance, Logistics or Supply Chain Management, and many companies will require a minimum of two or more years of applicable experience.

EDUCATION & TRAINING OPPORTUNITIES

Ashland University
401 College Avenue, Ashland, Ohio 44805
419-289-4142 | 800-882-1548
www.ashland.edu

Baldwin Wallace College
275 Eastland Road, Berea, Ohio 44017
440-826-2900
www.bw.edu

Bluffton University
1 University Drive, Buffton, Ohio 45817
419-358-3000
www.bluffton.edu

Bowling Green State University
200 University Hall, Bowling Green, Ohio 43403
419-372-2478
www.bgsu.edu

Capital University
1 College and Main, Columbus, Ohio 43209
614-236-6011
www.capital.edu

List continues on the next page...
EDUCATION & TRAINING OPPORTUNITIES CONTINUED

Case Western Reserve University  
10900 Euclid Avenue, Cleveland, Ohio 44106  
216-368-2000  
www.case.edu

Cedarville University  
251 North Main Street, Cedarville, Ohio 45314  
1-900-233-2784 | 937-766-7700  
www.cedarville.edu

Central State University  
1400 Brush Row Road #142, Wilberforce, Ohio 45384  
937-376-6011  
www.centralstate.edu

Cleveland State University  
2121 Euclid Avenue, Cleveland, Ohio 44115  
216-687-2000  
www.csuohio.edu

College of Wooster  
1189 Beall Avenue, Wooster, Ohio 44691  
330-263-2000  
www.wooster.edu

Denison University  
100 West College Street, Granville, Ohio 43023  
740-587-0810  
www.denison.edu

Heidelberg University  
310 East Market Street, Tiffin, Ohio 44883  
419-448-2000  
www.heidelberg.edu

Kent State University  
800 E Summit Street, Kent, Ohio 44240  
330-672-3000  
www.kent.edu

Marietta College  
215 5th Street, Marietta, Ohio 45750  
740-376-4600  
www.marietta.edu

Miami University  
501 East High Street, Oxford, Ohio 45056  
513-529-1809  
www.miamioh.edu

Mount Vernon Nazarene University  
800 Martinsburg Road, Mount Vernon, Ohio 43050  
740-392-6868  
www.mvnu.edu

Muskingum University  
163 Stormont Street, New Concord, Ohio 43762  
740-826-8211  
www.muskingum.edu

Ohio Dominican University  
1216 Sunbury Road, Columbus, Ohio 43219  
614-251-4500  
www.ohiodominican.edu

Ohio Northern University  
525 South Main Street, Ada, Ohio 45810  
419-772-2000  
www.onu.edu

Ohio State University, The  
281 W. Lane Avenue, Columbus, Ohio 43210  
614-292-6446  
www.osu.edu

Ohio Wesleyan University  
61 S. Sandusky Street, Delaware, Ohio, 43015  
800-922-8953 | 740–368–3314  
www.owu.edu

Penn State  
201 Old Main, University Park, Pennsylvania 16802  
814-865-4700  
www.psu.edu

Shawnee State University  
940 2nd Street, Portsmouth, OH 45662  
740-347-1732  
www.shawnee.edu

Sinclair Community College  
444 West Third Street, Dayton, Ohio 45402  
800-315-3000  
www.sinclair.edu

Tiffin University  
155 Miami Street, Tiffin, Ohio 44883  
800-968-6446  
www.tiffin.edu

University of Akron, The  
302 Buchtel Avenue, Akron, Ohio 44325  
330-972-7111  
www.uakron.edu
<table>
<thead>
<tr>
<th>University of Cincinnati</th>
<th>Walsh University</th>
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<tbody>
<tr>
<td>2600 Clifton Avenue, Cincinnati, Ohio 45221</td>
<td>2020 East Maple Street, North Canton, Ohio 44720</td>
</tr>
<tr>
<td>513-556-0000</td>
<td>330-499-7090</td>
</tr>
<tr>
<td><a href="http://www.uc.edu">www.uc.edu</a></td>
<td><a href="http://www.walsh.edu">www.walsh.edu</a></td>
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<tr>
<th>University of Dayton</th>
<th>West Virginia University</th>
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<tbody>
<tr>
<td>300 College Park, Dayton, Ohio 45469</td>
<td>One Waterfront Place, Morgantown, West Virginia 26506</td>
</tr>
<tr>
<td>937-229-1000</td>
<td>304-293-0111</td>
</tr>
<tr>
<td><a href="http://www.udayton.edu">www.udayton.edu</a></td>
<td><a href="http://www.wvu.edu">www.wvu.edu</a></td>
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<tr>
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<tbody>
<tr>
<td>1000 N Main Street, Findlay, OH 45840</td>
<td>1870 Quaker Way, Wilmington, Ohio 45177</td>
</tr>
<tr>
<td>800-472-9502</td>
<td>937-382-6661</td>
</tr>
<tr>
<td><a href="http://www.findlay.edu">www.findlay.edu</a></td>
<td><a href="http://www.wilmington.edu">www.wilmington.edu</a></td>
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<tr>
<th>University of Mount Union</th>
<th>Wittenberg University</th>
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<tbody>
<tr>
<td>1972 Clark Avenue, Alliance, Ohio 44601</td>
<td>200 West Ward Street, Springfield, Ohio 45504</td>
</tr>
<tr>
<td>800-992-6682</td>
<td>800-677-7558</td>
</tr>
<tr>
<td><a href="http://www.mountunion.edu">www.mountunion.edu</a></td>
<td><a href="http://www.wittenberg.edu">www.wittenberg.edu</a></td>
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<tr>
<th>University of Northwestern Ohio</th>
<th>Wright State University</th>
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<tbody>
<tr>
<td>1441 North Cable Road, Lima, Ohio 45805</td>
<td>3640 Colonel Glenn Highway, Dayton, Ohio 45435</td>
</tr>
<tr>
<td>419-998-3120</td>
<td>937-775-1000</td>
</tr>
<tr>
<td><a href="http://www.unoh.edu">www.unoh.edu</a></td>
<td><a href="http://www.wright.edu">www.wright.edu</a></td>
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<tr>
<th>University of Rio Grande</th>
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<tr>
<td>218 North College Avenue, Rio Grande, Ohio 45674</td>
<td>1 University Plaza, Youngstown, Ohio 44555</td>
</tr>
<tr>
<td>740-245-7208</td>
<td>330-941-3000</td>
</tr>
<tr>
<td><a href="http://www.rio.edu">www.rio.edu</a></td>
<td><a href="http://www.ysu.edu">www.ysu.edu</a></td>
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Did you know that the natural gas and crude oil industry offers more than 75 different challenging and rewarding career opportunities? In fact, in 2011, there were approximately 14,000 people employed in the exploration and production segment of our industry, and today, that number has rapidly grown to nearly 200,000. As energy demands continue to increase, so does the need for qualified workers that will help drive production forward.

Ohio’s first wells were drilled just prior to the Civil War, and our state now ranks fourth in the nation in the number of natural gas and crude oil wells drilled – 275,000 – behind only Texas, Oklahoma, and Pennsylvania. Currently, Ohio has over 50,000 wells, and advancements in technology have made it possible for these natural resources to be produced safely and economically.

Thanks to the industry’s innovation, we continue to provide energy and petrochemical products to our local homes, schools, farms, churches, municipalities, and businesses across the state, region and country. As the Ohio’s energy supply adds to the national supply, our resources are helping us become less dependent from foreign supplies. By 2020, just the Utica and Marcellus Shales located in Ohio, Pennsylvania and West Virginia are projected to account for 35% of all U.S. natural gas production, making our region an industry leader.

In addition to energy supplies, products such as synthetic fabric, cosmetics, sporting equipment, toys, toothbrushes, inks, computers, paints and many lifesaving products such as medicines, artificial hearts and even prosthetics are all made from petroleum. With the average person using around 3 gallons of petrochemical related products each day, it is easy to see why the crude oil and natural gas industry is persistently in need of a well trained workforce.

FOR MORE INFO