

## Mentor Tech Group Job Codes 2023

The Mentor Tech Group market intelligence database is segmented by useful Job Codes, which define each contact's area of **responsibility** within the organization.

Rather than using nebulous titles, this Job Code segmentation provides you with more precise information about the decision makers you seek. See MTG's Job Code Segmentation below.

<b>MTG Job Code Segmentation</b> <a href="http://www.MentorTechGroup.com">www.MentorTechGroup.com</a>	<b># Contacts</b> Rev. 01/3/23
<b>TRAINING CONTACTS</b>	<b>26,235</b>
<b>T</b> Training/Leadership/Organizational Development (CLO, VP Training, Director of Training & Development, VP Education, Culture) There are <u>many</u> different titles within this group.	17,854
<b>CC</b> Call Center Training	287
<b>CR</b> Customer Service Training	872
<b>EL</b> E-learning	1,311
<b>EX</b> External Training	1,109
<b>ITT</b> Information Technology Training	3,227
<b>J</b> Safety/Compliance Training	2,001
<b>ST</b> Sales Training	3,048
<b>U</b> Corporate University	1,077
<b>DEI: Diversity, Equity, Inclusion</b>	<b>2,088</b>
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<b>HR CONTACTS</b>	<b>18,954</b>
<b>H</b> Human Resources (CHRO, VP, EVP, Director, Chief People Officer, etc.) There are many different titles within this group.	11,546
<b>B</b> Benefits/Total Rewards	5,191
<b>R</b> Recruiting/Talent Acquisition	10,583
<b>TM</b> VP/Dir Talent Management	13,498
<b>OTHER</b>	<b>12,132</b>
<b>C</b> Communications (VP, Director, etc.)	2,580
<b>IT</b> Information Technology (CIO/VP IT, Dir IT, etc.)	4,338
<b>M</b> Marketing (VP, Director, etc.)	4,135
<b>S</b> Sales (VP, Director, etc.)	2,814
<b>MEETING &amp; EVENT PLANNING</b>	<b>2,680</b>
<b>MP</b> Meeting/Event Planner	2,860
<b>SUSTAINABILITY/SOCIAL RESPONSIBILITY</b>	<b>1,225</b>
<b>SR</b> Corporate Sustainability/Social Responsibility	1,225
<b>"FULL ACCESS" TOTAL: US &amp; Canada*</b>	<b>39,998</b>

\* MTG's "Full Access" database contains ALL job codes; Canadian contacts do not include an email address. Note: Some contacts have multiple decision-making roles (i.e. Job Codes) and thus, are counted in more than one job code above.