



NO RTEC QUARTERLY OCCUPATIONAL OUTLOOK REPORT

Fall 2018



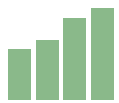
CLERICAL

In-Demand Skills: Financial Statements, Selling Techniques, Call Centers, Accounting, Merchandising, General Ledger, Bookkeeping

Entry Level: Customer Service Representatives // Billing and Posting Clerks // Sales Representatives, Services

Mid-Career: Sales Representatives, Wholesale and Manufacturing // First-Line Supervisors of Office and Administrative Support Workers // Bookkeeping, Accounting, and Auditing Clerks

Advanced: Managers, All Other



3.4%

Employment Growth



903

Job Postings



\$16.88-\$31.48

Median Hourly Earnings

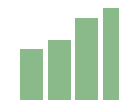
FINANACE, INSURANCE, & REAL ESTATE

In-Demand Skills: Insurance Sales, Property Management, Business Development, Selling Techniques, Annuities, Collections

Entry Level: Insurance Sales Agents

Mid-Career: Property, Real Estate, and Community Association Managers

Advanced: Market Research Analysts and Marketing Specialists // Business Operations Specialists, All Other // Management Analysts // Operations Research Analysts // Insurance Underwriters // Financial Analysts // Financial Managers



3.6%

Employment Growth



634

Job Postings



\$21.64-\$38.14

Median Hourly Earnings



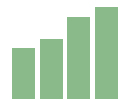
TECHNICAL

In-Demand Skills: Merchandising, Selling Techniques, Franchising, Operations Management, Accounting, Customer Satisfaction,

Entry Level: Maids and Housekeeping Cleaners // Weighers, Measurers, Checkers, and Samplers, Recordkeeping // Helpers--Production Workers // Landscaping and Groundskeeping Workers // Laborers and Freight, Stock, and Material Movers, Hand // Tree Trimmers and Pruners // First-Line Supervisors of Housekeeping and Janitorial Workers // Pest Control Workers Refuse and Recyclable Material Collectors

Mid-Career: First-Line Supervisors of Landscaping, Lawn Service, and Groundskeeping Workers // Maintenance and Repair Workers // Heating, Air Conditioning, and Refrigeration Mechanics and Installers // Heavy and Tractor-Trailer Truck Drivers // Hazardous Materials Removal Workers // Industrial Machinery Mechanics // Operating Engineers and Other Construction Equipment Operators // +2 More

Advanced: Mechanical Engineers // General and Operations Managers // First-Line Supervisors of Mechanics, Installers, and Repairers



3.6%
Employment
Growth



3,251
Job Postings

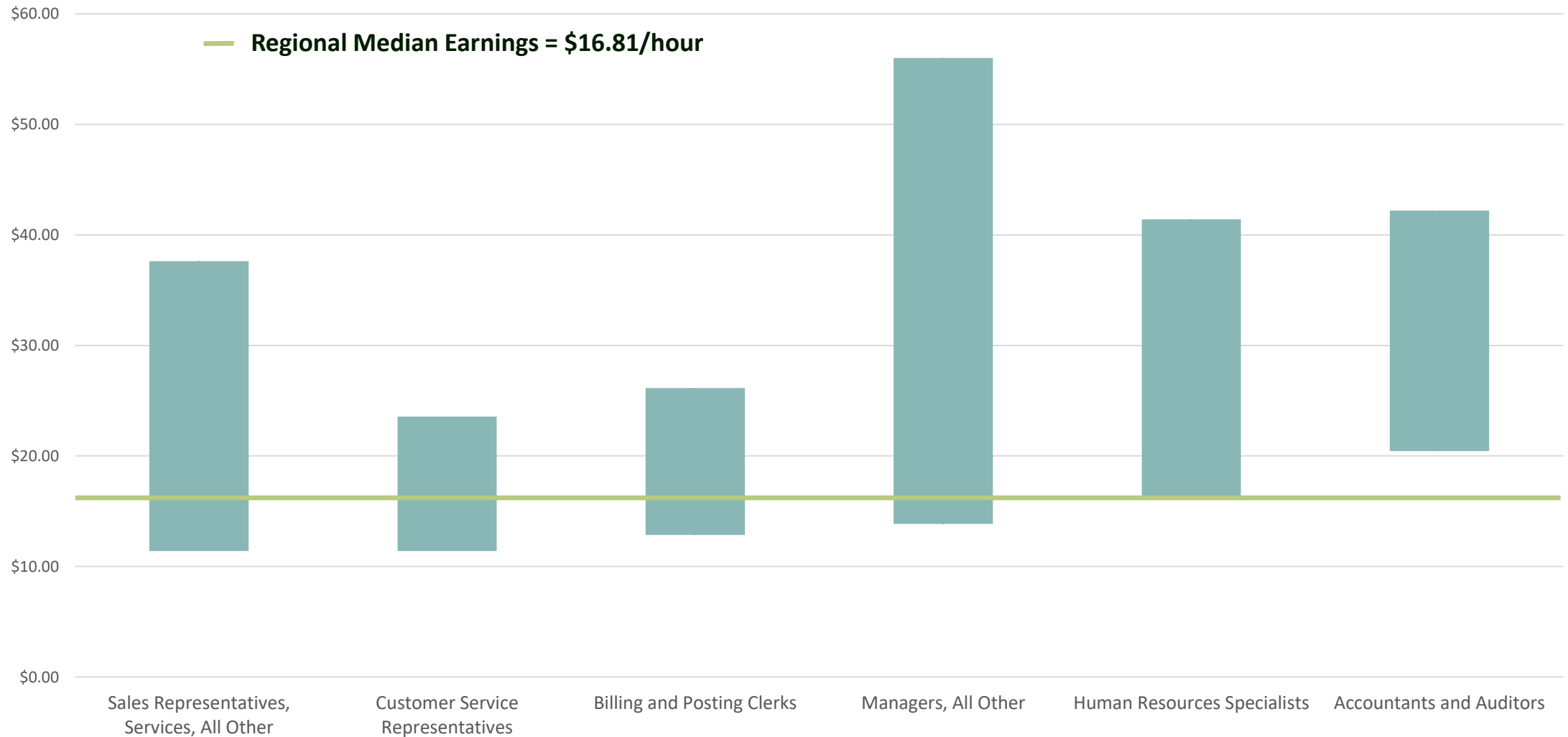


\$11.46-\$31.48
Median Hourly
Earnings



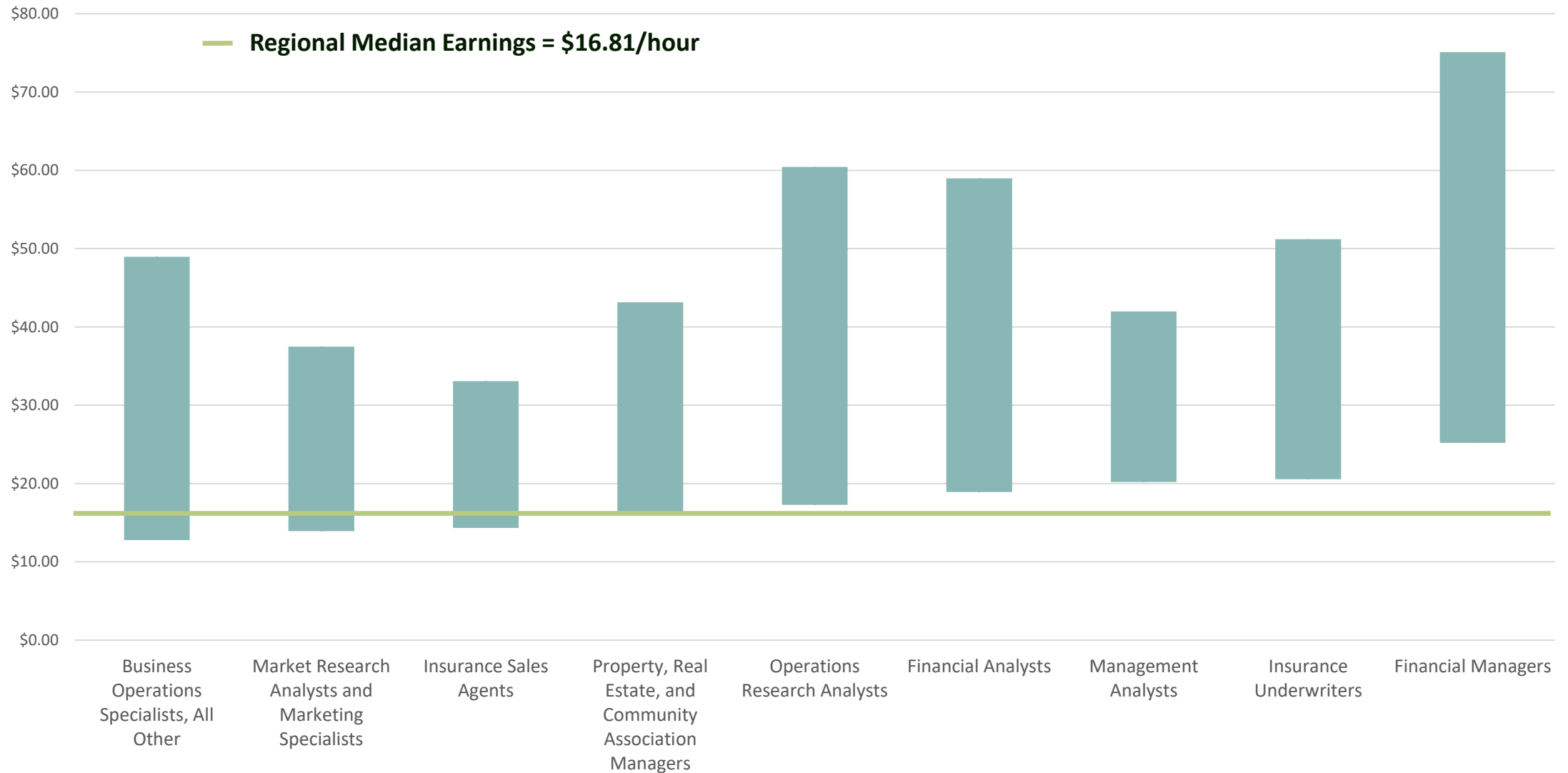


Earnings Bands for Clerical Occupations



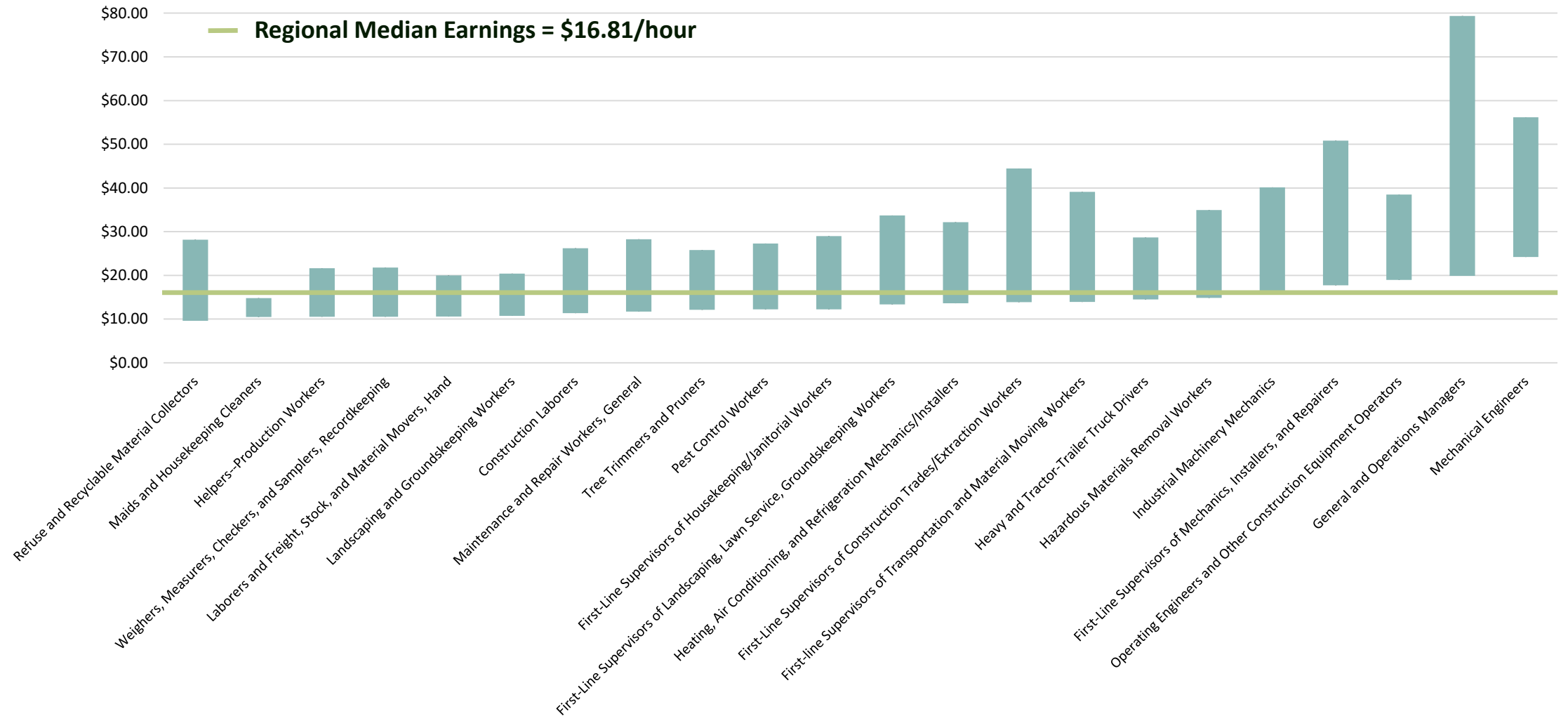


Earnings Bands for Finance, Insurance, and Real Estate Occupations





Earnings Bands for Technical Occupations





Citations

In-Demand Skills Data: *Emsi Q4 Job Posting Analytics*. Job postings are collected from various sources and processed/enriched to provide information such as standardized company name, occupation, skills, and geography.

Occupational Data: *Emsi Q4 Staffing Patterns*. Emsi occupation employment data are based on final Emsi industry data and final Emsi staffing patterns. Wage estimates are based on Occupational Employment Statistics (QCEW and Non-QCEW Employees classes of worker) and the American Community Survey (Self-Employed and Extended Proprietors). Occupational wage estimates also affected by county-level Emsi earnings by industry.

Employment Growth Data: *Emsi Q4 Staffing Patterns*. Emsi occupation employment data are based on final Emsi industry data and final Emsi staffing patterns. Wage estimates are based on Occupational Employment Statistics (QCEW and Non-QCEW Employees classes of worker) and the American Community Survey (Self-Employed and Extended Proprietors). Occupational wage estimates also affected by county-level Emsi earnings by industry.

Job Postings Data: *Emsi Q4 Job Posting Analytics*. Job postings are collected from various sources and processed/enriched to provide information such as standardized company name, occupation, skills, and geography.

Median Hourly Earnings Data: *Emsi Q4 Staffing Patterns*. Emsi occupation employment data are based on final Emsi industry data and final Emsi staffing patterns. Wage estimates are based on Occupational Employment Statistics (QCEW and Non-QCEW Employees classes of worker) and the American Community Survey (Self-Employed and Extended Proprietors). Occupational wage estimates also affected by county-level Emsi earnings by industry.

Earnings Band Data: *Emsi Q4 Occupation Table*. Emsi occupation employment data are based on final Emsi industry data and final Emsi staffing patterns. Wage estimates are based on Occupational Employment Statistics (QCEW and Non-QCEW Employees classes of worker) and the American Community Survey (Self-Employed and Extended Proprietors). Occupational wage estimates also affected by county-level Emsi earnings by industry.