# New Hampshire Online Job Ads Summary - April/May/June 2023

## Unique Job Ads

### Healthcare Practitioners and Technical Occupations: 11,592 Job Ads

<table>
<thead>
<tr>
<th>Occupation Titles with Most Ads</th>
<th>Employers Posting Most Ads</th>
<th>Skills Specified in Most Ads</th>
</tr>
</thead>
<tbody>
<tr>
<td>Registered Nurses</td>
<td>Dartmouth Health</td>
<td>Nursing</td>
</tr>
<tr>
<td>Licensed Practical and Licensed Vocational Nurses</td>
<td>Catholic Medical Center</td>
<td>Medical Records</td>
</tr>
<tr>
<td>Health Technologists and Technicians, All Other</td>
<td>Mass General Brigham</td>
<td>Nursing Care</td>
</tr>
<tr>
<td>Physical Therapists</td>
<td>Southern New Hampshire Health System</td>
<td>Medication Administration</td>
</tr>
<tr>
<td>Clinical Laboratory Technologists and Technicians</td>
<td>Genesis HealthCare</td>
<td>Treatment Planning</td>
</tr>
<tr>
<td>Nurse Practitioners</td>
<td>Concord Hospital</td>
<td>Rehabilitation</td>
</tr>
<tr>
<td>Radiologic Technologists and Technicians</td>
<td>HCA Healthcare</td>
<td>Vital Signs</td>
</tr>
<tr>
<td>Surgical Technologists</td>
<td>GHR Travel Nursing</td>
<td>Patient Education And Counseling</td>
</tr>
<tr>
<td>Pharmacy Technicians</td>
<td>Exeter Health Resources</td>
<td>Nursing Process</td>
</tr>
<tr>
<td>Speech-Language Pathologists</td>
<td>Solution Health</td>
<td>Radiology</td>
</tr>
<tr>
<td>Physicians, All Other</td>
<td>Trusted Health</td>
<td>Quality Improvement</td>
</tr>
<tr>
<td>Occupational Therapists</td>
<td></td>
<td>Intensive Care Unit</td>
</tr>
</tbody>
</table>

### Computer and Mathematical Occupations: 3,050 Job Ads

<table>
<thead>
<tr>
<th>Occupation Titles with Most Ads</th>
<th>Employers Posting Most Ads</th>
<th>Skills Specified in Most Ads</th>
</tr>
</thead>
<tbody>
<tr>
<td>Software Developers</td>
<td>BAE Systems</td>
<td>Computer Science</td>
</tr>
<tr>
<td>Computer Occupations, All Other</td>
<td>University of New Hampshire</td>
<td>Agile Methodology</td>
</tr>
<tr>
<td>Computer User Support Specialists</td>
<td>Fidelity Investments</td>
<td>Project Management</td>
</tr>
<tr>
<td>Computer Systems Analysts</td>
<td>Skillsoft</td>
<td>SQL (Programming Language)</td>
</tr>
<tr>
<td>Data Scientists</td>
<td>Liberty Mutual</td>
<td>Python (Programming Language)</td>
</tr>
<tr>
<td>Operations Research Analysts</td>
<td>Dartmouth College</td>
<td>Software Engineering</td>
</tr>
<tr>
<td>Web Developers</td>
<td>Deka Research &amp; Development</td>
<td>Software Development</td>
</tr>
<tr>
<td>Information Security Analysts</td>
<td>State Of New Hampshire</td>
<td>Amazon Web Services</td>
</tr>
<tr>
<td>Database Administrators</td>
<td>Red River</td>
<td>Automation</td>
</tr>
<tr>
<td>Network and Computer Systems Administrators</td>
<td>US Bank</td>
<td>Microsoft Azure</td>
</tr>
<tr>
<td>Software Quality Assurance Analysts and Testers</td>
<td>Wolters Kluwer</td>
<td>Data Analysis</td>
</tr>
<tr>
<td>Database Architects</td>
<td>Johnson &amp; Johnson</td>
<td>Java (Programming Language)</td>
</tr>
</tbody>
</table>

### Office and Administrative Support Occupations: 5,393 Job Ads

<table>
<thead>
<tr>
<th>Occupation Titles with Most Ads</th>
<th>Employers Posting Most Ads</th>
<th>Skills Specified in Most Ads</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer Service Representatives</td>
<td>United States Postal Service</td>
<td>Administrative Support</td>
</tr>
<tr>
<td>Secretary/Admin Assist not Legal, Med, and Exec</td>
<td>Walgreens Boots Alliance</td>
<td>Invoicing</td>
</tr>
<tr>
<td>Postal Service Clerks</td>
<td>Hannaford Brothers Company</td>
<td>Accounting</td>
</tr>
<tr>
<td>Supervisors of Office and Admin Support Workers</td>
<td>Global Companies</td>
<td>Selling Techniques</td>
</tr>
<tr>
<td>Bookkeeping, Accounting, and Auditing Clerks</td>
<td>State Of New Hampshire</td>
<td>Data Entry</td>
</tr>
<tr>
<td>Hotel, Motel, and Resort Desk Clerks</td>
<td>Dartmouth College</td>
<td>Merchandising</td>
</tr>
<tr>
<td>Medical Secretaries and Administrative Assistants</td>
<td>Dartmouth Health</td>
<td>Auditing</td>
</tr>
<tr>
<td>Shipping, Receiving, and Inventory Clerks</td>
<td>University of New Hampshire</td>
<td>Mail Sorting</td>
</tr>
<tr>
<td>Office Clerks, General</td>
<td>Circle K</td>
<td>Billing</td>
</tr>
<tr>
<td>Receptionists and Information Clerks</td>
<td>Mass General Brigham</td>
<td>Equipment Maintenance</td>
</tr>
<tr>
<td>Production, Planning, and Expediting Clerks</td>
<td>Meredith Village Savings Bank</td>
<td>Accounts Receivable</td>
</tr>
<tr>
<td>Tellers</td>
<td>Bar Harbor Bank &amp; Trust</td>
<td>Bookkeeping</td>
</tr>
</tbody>
</table>

### Sales and Related Occupations: 7,364 Job Ads

<table>
<thead>
<tr>
<th>Occupation Titles with Most Ads</th>
<th>Employers Posting Most Ads</th>
<th>Skills Specified in Most Ads</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail Salespersons</td>
<td>Hannaford Brothers Company</td>
<td>Merchandising</td>
</tr>
<tr>
<td>First-Line Supervisors of Retail Sales Workers</td>
<td>Lowe’s</td>
<td>Selling Techniques</td>
</tr>
<tr>
<td>Sales Reps: Whole/Mfg., Not Tech/Scientific</td>
<td>TJX</td>
<td>Cash Register</td>
</tr>
<tr>
<td>Cashiers</td>
<td>Walmart</td>
<td>Product Knowledge</td>
</tr>
<tr>
<td>Sales Representatives of Services</td>
<td>O'Reilly Auto Parts</td>
<td>Marketing</td>
</tr>
<tr>
<td>Insurance Sales Agents</td>
<td>Dollar General</td>
<td>Retail Operations</td>
</tr>
<tr>
<td>Real Estate Sales Agents</td>
<td>Dick's Sporting Goods</td>
<td>Cash Handling</td>
</tr>
<tr>
<td>Securities, Commodities, Financial Svcs Sales Reps</td>
<td>BJ's Wholesale Club</td>
<td>Customer Relationship Management</td>
</tr>
<tr>
<td>First-Line Supervisors of Non-Retail Sales Workers</td>
<td>CVS Health</td>
<td>Loss Prevention</td>
</tr>
<tr>
<td>Demonstrators and Product Promoters</td>
<td>Ocean State Job Lot</td>
<td>Sales Prospecting</td>
</tr>
<tr>
<td>Sales Reps: Wholesale/Mfg., Tech/Scientific</td>
<td>Macy’s</td>
<td>Point Of Sale</td>
</tr>
<tr>
<td>Counter and Rental Clerks</td>
<td>Cumberland Farms</td>
<td>Inventory Management</td>
</tr>
</tbody>
</table>

Source: Lightcast™ Developer
Data represent online ads from April through June 2023

Prepared by: Economic and Labor Market Information Bureau
New Hampshire Employment Security • (603) 228-4124 • www.nhes.nh.gov/elmi
### New Hampshire Online Job Ads Summary — April/May/June 2023

#### Occupation Titles with Most Ads
- Medical and Health Services Managers
- Managers, All Other
- Food Service Managers
- General and Operations Managers
- Sales Managers
- Marketing Managers
- Financial Managers
- Education Administrators, Postsecondary
- Education Administrators, K-12
- Architectural and Engineering Managers
- Construction Managers
- Human Resources Managers

#### Employers Posting Most Ads
- University of New Hampshire
- Dartmouth College
- BAE Systems
- Domino’s Pizza
- Dartmouth Health
- Great Clips
- Fidelity Investments
- Genesis HealthCare
- CDM Smith
- Hannaford Brothers Company
- Kentucky Fried Chicken
- Dunkin’ Brands

#### Skills Specified in Most Ads
- Project Management
- Marketing
- Finance
- Auditing
- Accounting
- Restaurant Operation
- Customer Relationship Management
- Process Improvement
- New Product Development
- Nursing
- Key Performance Indicators (KPIs)
- Workflow Management

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### Transportation and Material Moving Occupations: 4,448 Job Ads

#### Occupation Titles with Most Ads
- Laborers: Freight/Stock/Materials Movers Hand
- Stockers and Order Fillers
- Heavy and Tractor-Trailer Truck Drivers
- Driver/Sales Workers
- Light Truck Drivers
- Industrial Truck and Tractor Operators
- Supervisors: Transportation/Material Moving
- Cleaners of Vehicles and Equipment
- Packers and Packagers, Hand
- Automotive and Watercraft Service Attendants
- Taxi Drivers
- Bus Drivers, School

#### Employers Posting Most Ads
- Walmart
- Albertsons
- FedEx
- Amazon
- Lowe’s
- Domino’s Pizza
- BJ’s Wholesale Club
- Hannaford Brothers Company
- Crossmark
- O’Reilly Auto Parts
- Capstone Logistics
- UPS

#### Skills Specified in Most Ads
- Warehousing
- Merchandising
- Forklift Truck
- Palletizing
- Pallet Jacks
- Truck Driving
- Cycle Counting
- Material Handling
- Material Handling Equipment
- Housekeeping
- Order Picking
- Inventory Management

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### Business and Financial Operations Occupations: 2,548 Job Ads

#### Occupation Titles with Most Ads
- Accountants and Auditors
- Management Analysts
- Human Resources Specialists
- Project Management Specialists
- Buyers and Purchasing Agents
- Market Research Analysts/Marketing Specialists
- Financial and Investment Analysts
- Claims Adjusters, Examiners, and Investigators
- Business Operations Specialists, All Other
- Training and Development Specialists
- Compliance Officers
- Personal Financial Advisors

#### Employers Posting Most Ads
- State Of New Hampshire
- BAE Systems
- University of New Hampshire
- Fidelity Investments
- Sig Sauer
- Internal Revenue Service
- Amentum
- Dartmouth College
- CDM Smith
- Comcast
- Security Industry Specialists
- Jobot

#### Skills Specified in Most Ads
- Project Management
- Accounting
- Auditing
- Finance
- Marketing
- Financial Statements
- Process Improvement
- Invoicing
- Purchasing
- Data Analysis
- Financial Analysis
- Procurement

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### Production Occupations: 2,918 Job Ads

#### Occupation Titles with Most Ads
- Production Workers, All Other
- Miscellaneous Assemblers and Fabricators
- Inspectors/Testers/Sorters/Samplers/Weighers
- Supervisors of Production and Operating Workers
- Aircraft: Struct/Surfac/Rigging/Sys Assembler
- Computer Numerically Controlled Tool Operators
- Helpers--Production Workers
- Machinists
- Bakers
- Welders, Cutters, Solderers, and Brazers
- Electrical Assemblers
- Laundry and Dry-Cleaning Workers

#### Employers Posting Most Ads
- AMS
- Sig Sauer
- Advantage Solutions
- Osram Group
- ManpowerGroup
- Mercury Systems
- SFS
- Aerotek
- Hubbell
- BJ’s Wholesale Club
- Hannaford Brothers Company
- Goodwill

#### Skills Specified in Most Ads
- Machine Operation
- Machinery
- Hand Tools
- Machining
- Tooling
- Micrometer
- Calipers
- Warehousing
- Housekeeping
- Data Entry
- Blueprinting
- Forklift Truck

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