

**11-9161 Emergency Management Directors**



Plan and direct disaster response or crisis management activities, provide disaster preparedness training, and prepare emergency plans and procedures for natural (e.g., hurricanes, floods, earthquakes), wartime, or technological (e.g., nuclear power plant emergencies or hazardous materials spills) disasters or hostage situations. *Examples: Disaster Response Director; Emergency Preparedness Coordinator; Public Safety Director*

**Training Category:** Bachelor's | 5+ yrs | none

<b>2017 Average Wage:</b>	\$28.00
<b>2016 Estimated Employment:</b>	57
<b>2026 Projected Employment:</b>	60
<b>Growth Rate, 2016-2026:</b>	5.3%
<b>Annual Openings:</b>	4

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
State Government, excl. Education and Hospitals	38.6%	36.7%
Local Government, Excluding Education	36.8%	36.7%
5416 Management and Technical Consulting Services	n	n
551 Management of Companies and Enterprises	n	n
6113 Colleges and Universities	n	n
622 Hospitals	n	n

**11-9199 Managers, All Other**



All managers not listed separately. *Examples: City Clerk; Publisher; Communications Manager*

**Training Category:** Bachelor's | < 5 yrs | none

<b>2017 Average Wage:</b>	\$60.51
<b>2016 Estimated Employment:</b>	4,614
<b>2026 Projected Employment:</b>	4,967
<b>Growth Rate, 2016-2026:</b>	7.7%
<b>Annual Openings:</b>	366

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
Self-employed Workers	53.1%	53.2%
551 Management of Companies and Enterprises	4.8%	4.8%
622 Hospitals	4.1%	4.0%
334 Computer and Electronic Product Manufacturing	3.9%	3.3%
511 Publishing Industries (except Internet)	2.9%	2.6%
5415 Computer Systems Design and Related Services	2.6%	3.0%

**13-1011 Agents and Business Managers of Artists, Performers, and Athletes**



Represent and promote artists, performers, and athletes to prospective employers. May handle contract negotiation and other business matters for clients. *Examples: Booking Agent; Theatrical Agent; Boxing Promoter*

**Training Category:** Bachelor's | < 5 yrs | none

<b>2017 Average Wage:</b>	n/a
<b>2016 Estimated Employment:</b>	n
<b>2026 Projected Employment:</b>	n
<b>Growth Rate, 2016-2026:</b>	n
<b>Annual Openings:</b>	n

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
Self-employed Workers	n	n
512 Motion Picture and Sound Recording Industries	n	n
711 Performing Arts and Spectator Sports	n	n

**13-1021 Buyers and Purchasing Agents, Farm Products**



Purchase farm products either for further processing or resale. Include Christmas tree contractors, grain brokers and market operators, grain buyers, and tobacco buyers. *Examples: Cotton Broker; Livestock Buyer; Tobacco Buyer*

**Training Category:** Bachelor's | none | Moderate OJT

<b>2017 Average Wage:</b>	n/a
<b>2016 Estimated Employment:</b>	n
<b>2026 Projected Employment:</b>	n
<b>Growth Rate, 2016-2026:</b>	n
<b>Annual Openings:</b>	n

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
Self-employed Workers	n	n
311 Food Manufacturing	n	n
424 Merchant Wholesalers, Nondurable Goods	n	n
445 Food and Beverage Stores	n	n
5416 Management and Technical Consulting Services	n	n

**13-1022 Wholesale and Retail Buyers, Except Farm Products**



Buy merchandise or commodities, other than farm products, for resale to consumers at the wholesale or retail level, including both durable and nondurable goods. Analyze past buying trends, sales records, price, and quality of merchandise to determine value and yield. Select, order, and authorize payment for merchandise according to contractual agreements. May conduct meetings with sales personnel and introduce new products. *Examples: Importer; Merchandiser; Wholesale Jobber*

**Training Category:** Bachelor's | none | Moderate OJT

<b>2017 Average Wage:</b>	\$26.99
<b>2016 Estimated Employment:</b>	536
<b>2026 Projected Employment:</b>	541
<b>Growth Rate, 2016-2026:</b>	0.9%
<b>Annual Openings:</b>	60

<b>Industry</b>		<b>2016 Share</b>	<b>2026 Share</b>
423	Merchant Wholesalers, Durable Goods	21.8%	22.4%
424	Merchant Wholesalers, Nondurable Goods	16.0%	15.7%
	Self-employed Workers	10.1%	10.2%
454	Nonstore Retailers	9.0%	10.4%
452	General Merchandise Stores	8.4%	7.8%
444	Building Material and Garden Supply Stores	7.5%	7.0%

**13-1023 Purchasing Agents, Except Wholesale, Retail, and Farm Products**



Purchase machinery, equipment, tools, parts, supplies, or services necessary for the operation of an establishment. Purchase raw or semi-finished materials for manufacturing. Include contract specialists, field contractors, purchasers, price analysts, tooling coordinators, and media buyers. *Examples: Fuel Buyer; Lumber Buyer; Radio Time Buyer*

**Training Category:** Bachelor's | none | Moderate OJT

<b>2017 Average Wage:</b>	\$31.21
<b>2016 Estimated Employment:</b>	1,487
<b>2026 Projected Employment:</b>	1,383
<b>Growth Rate, 2016-2026:</b>	-7.0%
<b>Annual Openings:</b>	112

<b>Industry</b>		<b>2016 Share</b>	<b>2026 Share</b>
334	Computer and Electronic Product Manufacturing	20.6%	18.2%
333	Machinery Manufacturing	9.5%	9.6%
332	Fabricated Metal Product Manufacturing	7.3%	7.1%
551	Management of Companies and Enterprises	5.9%	6.2%
622	Hospitals	4.3%	4.4%
	Federal Government, Excluding Post Office	4.0%	3.9%

**13-1031 Claims Adjusters, Examiners, and Investigators**



Review settled claims to determine that payments and settlements have been made in accordance with company practices and procedures, ensuring that proper methods have been followed. Report overpayments, underpayments, and other irregularities. Confer with legal counsel on claims requiring litigation. *Examples: Health Insurance Adjuster; Arson Investigator; Claims Agent*

**Training Category:** High School | none | Long OJT

<b>2017 Average Wage:</b>	\$32.50
<b>2016 Estimated Employment:</b>	1,619
<b>2026 Projected Employment:</b>	1,588
<b>Growth Rate, 2016-2026:</b>	-1.9%
<b>Annual Openings:</b>	126

<b>Industry</b>		<b>2016 Share</b>	<b>2026 Share</b>
524	Insurance Carriers and Related Activities	86.4%	86.5%
	Federal Government, Excluding Post Office	6.4%	5.9%
5611	Office Administrative Services	2.1%	2.5%
	Self-employed Workers	1.4%	1.6%
	Local Government, Excluding Education	0.6%	0.6%
551	Management of Companies and Enterprises	n	n

**13-1032 Insurance Appraisers, Auto Damage**



Appraise automobile or other vehicle damage to determine cost of repair for insurance claim settlement and seek agreement with automotive repair shop on cost of repair. Prepare insurance forms to indicate repair cost or cost estimates and recommendations. *Example: Auto Damage Estimator*

**Training Category:** Postsecondary | none | Moderate OJT

<b>2017 Average Wage:</b>	\$33.42
<b>2016 Estimated Employment:</b>	58
<b>2026 Projected Employment:</b>	60
<b>Growth Rate, 2016-2026:</b>	3.5%
<b>Annual Openings:</b>	5

<b>Industry</b>		<b>2016 Share</b>	<b>2026 Share</b>
524	Insurance Carriers and Related Activities	98.3%	98.3%
	Self-employed Workers	1.7%	1.7%

**13-1041 Compliance Officers**



Examine, evaluate, and investigate eligibility for or conformity with laws and regulations governing contract compliance of licenses and permits, and other compliance and enforcement inspection activities not classified elsewhere. *Examples: Truant Officer; Inspector of Weights and Measures*

**Training Category:** Bachelor's | none | Moderate OJT

<b>2017 Average Wage:</b>	\$32.80
<b>2016 Estimated Employment:</b>	1,234
<b>2026 Projected Employment:</b>	1,325
<b>Growth Rate, 2016-2026:</b>	7.4%
<b>Annual Openings:</b>	109

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
Federal Government, Excluding Post Office	31.9%	29.9%
524 Insurance Carriers and Related Activities	14.1%	14.4%
State Government, excl. Education and Hospitals	11.1%	10.5%
5415 Computer Systems Design and Related Services	6.8%	7.8%
Local Government, Excluding Education	6.5%	6.3%
5416 Management and Technical Consulting Services	5.5%	6.6%

**13-1051 Cost Estimators**



Prepare cost estimates for product manufacturing, construction projects, or services to aid management in bidding on or determining price of product or service. May specialize according to particular service performed or type of product manufactured. *Examples: Construction Estimator; Crating and Moving Estimator; Job Estimator*

**Training Category:** Bachelor's | none | Moderate OJT

<b>2017 Average Wage:</b>	\$34.78
<b>2016 Estimated Employment:</b>	812
<b>2026 Projected Employment:</b>	888
<b>Growth Rate, 2016-2026:</b>	9.4%
<b>Annual Openings:</b>	90

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
238 Specialty Trade Contractors	43.0%	42.8%
236 Construction of Buildings	18.8%	19.6%
332 Fabricated Metal Product Manufacturing	8.7%	8.1%
423 Merchant Wholesalers, Durable Goods	3.9%	4.1%
425 Wholesale Electronic Markets and Agents/Brokers	3.8%	3.7%
237 Heavy and Civil Engineering Construction	3.0%	3.2%

**13-1071 Human Resources Specialists**



Perform activities in the human resource area. Includes employment specialists who screen, recruit, interview, and place workers. *Examples: Personnel Recruiter; Staffing Coordinator*

**Training Category:** Bachelor's | none | none

<b>2017 Average Wage:</b>	\$29.14
<b>2016 Estimated Employment:</b>	2,364
<b>2026 Projected Employment:</b>	2,486
<b>Growth Rate, 2016-2026:</b>	5.2%
<b>Annual Openings:</b>	241

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
5613 Employment Services	26.1%	25.6%
State Government, excl. Education and Hospitals	6.2%	5.8%
551 Management of Companies and Enterprises	5.6%	5.8%
6111 Elementary and Secondary Schools	4.2%	3.9%
5415 Computer Systems Design and Related Services	3.5%	4.0%
622 Hospitals	3.5%	3.5%

**13-1075 Labor Relations Specialists**



Resolve disputes between workers and managers, negotiate collective bargaining agreements, or coordinate grievance procedures to handle employee complaints. *Examples: Employee Relations Specialists; Labor Relations Consultant; Union Representative*

**Training Category:** Bachelor's | < 5 yrs | none

<b>2017 Average Wage:</b>	\$38.19
<b>2016 Estimated Employment:</b>	229
<b>2026 Projected Employment:</b>	212
<b>Growth Rate, 2016-2026:</b>	-7.4%
<b>Annual Openings:</b>	18

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
813 Membership Organizations	93.5%	92.5%
Self-employed Workers	0.9%	0.9%
425 Wholesale Electronic Markets and Agents/Brokers	n	n
492 Couriers and Messengers	n	n
551 Management of Companies and Enterprises	n	n

**13-1081 Logisticians**



Analyze and coordinate the logistical functions of a firm or organization. Responsible for the entire life cycle of a product, including acquisition, distribution internal allocation, delivery, and final disposal of resources. *Examples: Logistics Engineer; Logistics Analyst; Logistics Planner*

**Training Category:** Bachelor's | none | none

<b>2017 Average Wage:</b>	\$35.31
<b>2016 Estimated Employment:</b>	464
<b>2026 Projected Employment:</b>	499
<b>Growth Rate, 2016-2026:</b>	7.5%
<b>Annual Openings:</b>	50

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
334 Computer and Electronic Product Manufacturing	26.5%	22.7%
5416 Management and Technical Consulting Services	16.6%	19.6%
Federal Government, Excluding Post Office	5.0%	4.6%
517 Telecommunications	n	n
523 Financial Investment and Related Activities	n	n
551 Management of Companies and Enterprises	n	n

**13-1111 Management Analysts**



Conduct organizational studies and evaluations, design systems and procedures, conduct work simplifications and measurement studies, and prepare operations and procedures manuals to assist management in operating more efficiently and effectively. Include program analysts and management consultants. *Examples: Industrial Analyst; Price Analyst*

**Training Category:** Bachelor's | < 5 yrs | none

<b>2017 Average Wage:</b>	\$48.66
<b>2016 Estimated Employment:</b>	2,267
<b>2026 Projected Employment:</b>	2,614
<b>Growth Rate, 2016-2026:</b>	15.3%
<b>Annual Openings:</b>	239

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
5416 Management and Technical Consulting Services	23.8%	26.3%
Self-employed Workers	15.4%	16.1%
524 Insurance Carriers and Related Activities	13.7%	12.6%
5415 Computer Systems Design and Related Services	7.6%	8.1%
State Government, excl. Education and Hospitals	5.2%	4.6%
425 Wholesale Electronic Markets and Agents/Brokers	4.0%	3.7%

**13-1121 Meeting, Convention, and Event Planners**



Coordinate activities of staff and convention personnel to make arrangements for group meetings and conventions. *Examples: Conference Planner; Conference Service Coordinator; Convention Manager*

**Training Category:** Bachelor's | none | none

<b>2017 Average Wage:</b>	\$22.93
<b>2016 Estimated Employment:</b>	454
<b>2026 Projected Employment:</b>	487
<b>Growth Rate, 2016-2026:</b>	7.3%
<b>Annual Openings:</b>	56

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
813 Membership Organizations	16.7%	16.8%
6113 Colleges and Universities	13.4%	13.4%
Self-employed Workers	8.2%	8.8%
713 Amusement, Gambling, and Recreation	8.2%	8.4%
721 Accommodation	7.9%	7.6%
531 Real Estate	6.4%	6.2%

**13-1131 Fundraisers**



Organize activities to raise funds or otherwise solicit and gather monetary donations or other gifts for an organization. May design and produce promotional materials. May also raise awareness of the organization's work, goals, and financial needs. *Examples: Campaign Fundraiser; Donor Relations Officer; Fundraising Officer*

**Training Category:** Bachelor's | none | none

<b>2017 Average Wage:</b>	\$26.54
<b>2016 Estimated Employment:</b>	605
<b>2026 Projected Employment:</b>	695
<b>Growth Rate, 2016-2026:</b>	14.9%
<b>Annual Openings:</b>	72

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
813 Membership Organizations	36.7%	37.6%
6113 Colleges and Universities	13.7%	12.5%
624 Social Assistance	11.1%	11.5%
6111 Elementary and Secondary Schools	9.9%	9.2%
711 Performing Arts and Spectator Sports	5.8%	5.3%
621 Ambulatory Health Care Services	n	n

**13-1141 Compensation, Benefits, and Job Analysis Specialists**



Conduct programs of compensation and benefits and job analysis for employer. May specialize in specific areas, such as position classification and pension programs.

*Examples: Employee Benefits Specialist; Job Analyst; Retirement Plan Specialist*

**Training Category:** Bachelor's | < 5 yrs | none

<b>2017 Average Wage:</b>	\$31.00
<b>2016 Estimated Employment:</b>	250
<b>2026 Projected Employment:</b>	262
<b>Growth Rate, 2016-2026:</b>	4.8%
<b>Annual Openings:</b>	21

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
524 Insurance Carriers and Related Activities	23.2%	26.3%
622 Hospitals	14.8%	14.1%
334 Computer and Electronic Product Manufacturing	9.2%	7.6%
6113 Colleges and Universities	7.6%	7.3%
5412 Accounting and Bookkeeping Services	n	n
551 Management of Companies and Enterprises	n	n

**13-1151 Training and Development Specialists**



Design and conduct training and development programs to improve individual and organizational performance. May analyze training needs.

*Examples: Computer Training Specialists; Corporate Trainer; Workforce Development Specialist*

**Training Category:** Bachelor's | < 5 yrs | none

<b>2017 Average Wage:</b>	\$33.47
<b>2016 Estimated Employment:</b>	1,073
<b>2026 Projected Employment:</b>	1,190
<b>Growth Rate, 2016-2026:</b>	10.9%
<b>Annual Openings:</b>	120

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
524 Insurance Carriers and Related Activities	12.6%	12.3%
622 Hospitals	9.4%	9.0%
5415 Computer Systems Design and Related Services	5.7%	6.9%
425 Wholesale Electronic Markets and Agents/Brokers	5.0%	4.8%
State Government, excl. Education and Hospitals	4.2%	3.9%
551 Management of Companies and Enterprises	4.0%	4.0%

**13-1161 Market Research Analysts and Marketing Specialists**



Research market conditions in local, regional, or national areas, or gather information to determine potential sales of a product or service, or create a marketing campaign. May gather information on competitors, prices, sales, and methods of marketing and distribution *Examples: Market Research Specialist; Marketing Consultant; Marketing Forecaster*

**Training Category:** Bachelor's | none | none

<b>2017 Average Wage:</b>	\$34.82
<b>2016 Estimated Employment:</b>	1,991
<b>2026 Projected Employment:</b>	2,458
<b>Growth Rate, 2016-2026:</b>	23.5%
<b>Annual Openings:</b>	259

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
5415 Computer Systems Design and Related Services	7.2%	7.9%
5419 Other Professional, Scientific, and Technical Services	6.9%	8.4%
551 Management of Companies and Enterprises	6.3%	6.2%
425 Wholesale Electronic Markets and Agents/Brokers	4.6%	4.3%
5611 Office Administrative Services	4.4%	4.9%
334 Computer and Electronic Product Manufacturing	n	n

**13-1199 Business Operations Specialists, All Other**



All business operations specialists not listed separately. *Examples: Grant Coordinator; Liaison Officer; Purser*

**Training Category:** Bachelor's | none | none

<b>2017 Average Wage:</b>	\$33.74
<b>2016 Estimated Employment:</b>	3,713
<b>2026 Projected Employment:</b>	4,016
<b>Growth Rate, 2016-2026:</b>	8.2%
<b>Annual Openings:</b>	374

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
State Government, excl. Education and Hospitals	19.6%	18.4%
Federal Government, Excluding Post Office	8.7%	8.0%
813 Membership Organizations	8.1%	8.3%
524 Insurance Carriers and Related Activities	5.6%	5.9%
511 Publishing Industries (except Internet)	3.2%	3.1%
5611 Office Administrative Services	2.8%	3.3%

**13-2011 Accountants and Auditors**



Examine, analyze, and interpret accounting records for the purpose of giving advice or preparing statements. Install or advise on systems of recording costs or other financial and budgetary data. *Examples: Certified Public Accountant; Tax Accountant*

**Training Category:** Bachelor's | none | none

<b>2017 Average Wage:</b>	\$35.33
<b>2016 Estimated Employment:</b>	5,199
<b>2026 Projected Employment:</b>	5,705
<b>Growth Rate, 2016-2026:</b>	9.7%
<b>Annual Openings:</b>	526

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
5412 Accounting and Bookkeeping Services	17.2%	17.6%
524 Insurance Carriers and Related Activities	6.2%	6.2%
Self-employed Workers	5.8%	5.7%
551 Management of Companies and Enterprises	4.8%	4.8%
5611 Office Administrative Services	4.7%	5.4%
523 Financial Investment and Related Activities	n	n

**13-2021 Appraisers and Assessors of Real Estate**



Appraise real property to determine its fair value. May assess taxes in accordance with prescribed schedules. *Examples: Building Appraiser; County Assessor; Property Evaluator*

**Training Category:** Bachelor's | none | Long OJT

<b>2017 Average Wage:</b>	\$31.13
<b>2016 Estimated Employment:</b>	278
<b>2026 Projected Employment:</b>	308
<b>Growth Rate, 2016-2026:</b>	10.8%
<b>Annual Openings:</b>	21

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
Local Government, Excluding Education	26.6%	25.3%
531 Real Estate	25.5%	28.9%
Self-employed Workers	20.1%	19.5%
State Government, excl. Education and Hospitals	13.3%	12.0%
813 Membership Organizations	4.7%	4.2%
5416 Management and Technical Consulting Services	n	n

**13-2031 Budget Analysts**



Examine budget estimates for completeness, accuracy, and conformance with procedures and regulations. Analyze budgeting and accounting reports for the purpose of maintaining expenditure controls. *Examples: Budget Examiner; Fiscal Agent; Fiscal Officer*

**Training Category:** Bachelor's | none | none

<b>2017 Average Wage:</b>	\$33.97
<b>2016 Estimated Employment:</b>	87
<b>2026 Projected Employment:</b>	92
<b>Growth Rate, 2016-2026:</b>	5.8%
<b>Annual Openings:</b>	6

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
6113 Colleges and Universities	27.6%	27.2%
Federal Government, Excluding Post Office	14.9%	14.1%
Local Government, Excluding Education	5.8%	6.5%
5611 Office Administrative Services	n	n
622 Hospitals	n	n
812 Personal and Laundry Services	n	n

**13-2041 Credit Analysts**



Analyze current credit data and financial statements of individuals or firms to determine the degree of risk involved in extending credit or lending money. Prepare reports with this credit information for use in decision-making. *Examples: Credit Negotiator; Escrow Representative; Factorer*

**Training Category:** Bachelor's | none | none

<b>2017 Average Wage:</b>	\$37.91
<b>2016 Estimated Employment:</b>	154
<b>2026 Projected Employment:</b>	166
<b>Growth Rate, 2016-2026:</b>	7.8%
<b>Annual Openings:</b>	14

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
522 Credit Intermediation and Related Activities	40.9%	40.4%
551 Management of Companies and Enterprises	28.6%	28.9%
334 Computer and Electronic Product Manufacturing	n	n
454 Nonstore Retailers	n	n
518 Data Processing, Hosting, and Related Services	n	n
523 Financial Investment and Related Activities	n	n

**13-2051 Financial Analysts**



Conduct quantitative analyses of information affecting investment programs of public or private institutions. *Examples: Bond Analyst; Investment Analyst; Securities Consultant*

**Training Category:** Bachelor's | none | none

<b>2017 Average Wage:</b>	\$38.55
<b>2016 Estimated Employment:</b>	n
<b>2026 Projected Employment:</b>	n
<b>Growth Rate, 2016-2026:</b>	n
<b>Annual Openings:</b>	n

<b>Industry</b>		<b>2016 Share</b>	<b>2026 Share</b>
	Self-employed Workers	n	n
334	Computer and Electronic Product Manufacturing	n	n
522	Credit Intermediation and Related Activities	n	n
523	Financial Investment and Related Activities	n	n
524	Insurance Carriers and Related Activities	n	n
551	Management of Companies and Enterprises	n	n

**13-2052 Personal Financial Advisors**



Advise clients on financial plans utilizing knowledge of tax and investment strategies, securities, insurance, pension plans, and real estate. Duties include assessing clients' assets, liabilities, cash flow, insurance coverage, tax status, and financial objectives to establish investment strategies. *Examples: Budget Counselor; Financial Planner*

**Training Category:** Bachelor's | none | Long OJT

<b>2017 Average Wage:</b>	\$67.66
<b>2016 Estimated Employment:</b>	901
<b>2026 Projected Employment:</b>	1,044
<b>Growth Rate, 2016-2026:</b>	15.9%
<b>Annual Openings:</b>	86

<b>Industry</b>		<b>2016 Share</b>	<b>2026 Share</b>
523	Financial Investment and Related Activities	61.5%	63.3%
	Self-employed Workers	21.6%	20.3%
522	Credit Intermediation and Related Activities	6.7%	6.4%
524	Insurance Carriers and Related Activities	2.1%	1.9%
5412	Accounting and Bookkeeping Services	n	n
5611	Office Administrative Services	n	n

**13-2053 Insurance Underwriters**



Review individual applications for insurance to evaluate degree of risk involved and determine acceptance of applications. *Examples: Bond Underwriter; Insurance Analyst*

**Training Category:** Bachelor's | none | Moderate OJT

<b>2017 Average Wage:</b>	\$39.80
<b>2016 Estimated Employment:</b>	370
<b>2026 Projected Employment:</b>	342
<b>Growth Rate, 2016-2026:</b>	-7.6%
<b>Annual Openings:</b>	25

<b>Industry</b>		<b>2016 Share</b>	<b>2026 Share</b>
522	Credit Intermediation and Related Activities	n	n
524	Insurance Carriers and Related Activities	n	n

**13-2061 Financial Examiners**



Enforce or ensure compliance with laws and regulations governing financial and securities institutions and financial and real estate transactions. May examine, verify correctness of, or establish authenticity of records. *Examples: Bank Examiner; Payroll Examiner; Pension Examiner*

**Training Category:** Bachelor's | none | Long OJT

<b>2017 Average Wage:</b>	\$44.07
<b>2016 Estimated Employment:</b>	180
<b>2026 Projected Employment:</b>	188
<b>Growth Rate, 2016-2026:</b>	4.4%
<b>Annual Openings:</b>	14

<b>Industry</b>		<b>2016 Share</b>	<b>2026 Share</b>
	State Government, excl. Education and Hospitals	45.6%	44.2%
524	Insurance Carriers and Related Activities	16.7%	16.5%
	Federal Government, Excluding Post Office	16.1%	15.4%
522	Credit Intermediation and Related Activities	n	n
523	Financial Investment and Related Activities	n	n
551	Management of Companies and Enterprises	n	n

**13-2071 Credit Counselors**



Provide guidance to prospective loan applicants who have problems qualifying for traditional loans. Guidance may include determining the best type of loan and explaining loan requirements or restrictions. *Examples: Farm Mortgage Agent; Financial Aid Counselor*

**Training Category:** Bachelor's | none | Moderate OJT

<b>2017 Average Wage:</b>	\$25.32
<b>2016 Estimated Employment:</b>	259
<b>2026 Projected Employment:</b>	288
<b>Growth Rate, 2016-2026:</b>	11.2%
<b>Annual Openings:</b>	25

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
6113 Colleges and Universities	68.0%	64.9%
5419 Other Professional, Scientific, and Technical Services	14.7%	18.4%
622 Hospitals	7.0%	6.6%
Self-employed Workers	1.9%	1.7%
441 Motor Vehicle and Parts Dealers	n	n
6112 Junior Colleges	n	n

**13-2072 Loan Officers**



Evaluate, authorize, or recommend approval of commercial, real estate, or credit loans. Advise borrowers on financial status and methods of payments. Include mortgage loan officers and agents, collection analysts, loan servicing officers, and loan underwriters. *Examples: Loan Reviewer; Escrow Officer; Mortgage Consultant*

**Training Category:** Bachelor's | none | Moderate OJT

<b>2017 Average Wage:</b>	\$42.89
<b>2016 Estimated Employment:</b>	1,108
<b>2026 Projected Employment:</b>	1,217
<b>Growth Rate, 2016-2026:</b>	9.8%
<b>Annual Openings:</b>	103

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
522 Credit Intermediation and Related Activities	75.5%	74.8%
441 Motor Vehicle and Parts Dealers	11.7%	12.4%
551 Management of Companies and Enterprises	5.5%	5.5%
Self-employed Workers	Loan Officers	2.3%
Federal Government, Excluding Post Office	1.7%	1.6%
5611 Office Administrative Services	n	n

**13-2081 Tax Examiners and Collectors, and Revenue Agents**



Determine tax liability or collect taxes from individuals or business firms according to prescribed laws and regulations. *Examples: Tax Investigator; Revenue Agent; Tax Auditor*

**Training Category:** Bachelor's | none | Moderate OJT

<b>2017 Average Wage:</b>	\$28.32
<b>2016 Estimated Employment:</b>	325
<b>2026 Projected Employment:</b>	331
<b>Growth Rate, 2016-2026:</b>	1.9%
<b>Annual Openings:</b>	24

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
Local Government, Excluding Education	62.8%	65.0%
Federal Government, Excluding Post Office	18.8%	16.6%
State Government, excl. Education and Hospitals	18.5%	18.4%

**13-2082 Tax Preparers**



Prepare tax returns for individuals or small businesses but do not have the background or responsibilities of an accredited or certified public accountant. *Examples: Income Tax Advisor; Income Tax Consultant; Tax Specialist*

**Training Category:** High School | none | Moderate OJT

<b>2017 Average Wage:</b>	\$20.41
<b>2016 Estimated Employment:</b>	334
<b>2026 Projected Employment:</b>	373
<b>Growth Rate, 2016-2026:</b>	11.7%
<b>Annual Openings:</b>	41

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
5412 Accounting and Bookkeeping Services	76.4%	76.7%
Self-employed Workers	21.0%	20.1%
523 Financial Investment and Related Activities	2.7%	3.2%

**13-2099 Financial Specialists, All Other**



All financial specialists not listed separately. *Examples: Bail Bondsman; Executor of Estate; Foreign Exchange Trader*

**Training Category:** Bachelor's | none | Moderate OJT

<b>2017 Average Wage:</b>	\$34.91
<b>2016 Estimated Employment:</b>	554
<b>2026 Projected Employment:</b>	616
<b>Growth Rate, 2016-2026:</b>	11.2%
<b>Annual Openings:</b>	54

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
523 Financial Investment and Related Activities	16.1%	16.7%
524 Insurance Carriers and Related Activities	15.7%	15.1%
551 Management of Companies and Enterprises	6.3%	6.2%
622 Hospitals	6.3%	6.0%
522 Credit Intermediation and Related Activities	4.9%	4.7%
Local Government, Excluding Education	4.9%	4.6%

**15-1111 Computer and Information Research Scientists**



Conduct research into fundamental computer and information science as theorists, designers, or inventors. Develop solutions to problems in the field of computer hardware and software. *Examples: Control System Computer Scientist; Computational Theory Scientist*

**Training Category:** Master's | none | none

<b>2017 Average Wage:</b>	\$62.99
<b>2016 Estimated Employment:</b>	172
<b>2026 Projected Employment:</b>	185
<b>Growth Rate, 2016-2026:</b>	7.6%
<b>Annual Openings:</b>	12

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
Federal Government, Excluding Post Office	1.7%	1.6%
332 Fabricated Metal Product Manufacturing	n	n
334 Computer and Electronic Product Manufacturing	n	n
511 Publishing Industries (except Internet)	n	n
5415 Computer Systems Design and Related Services	n	n
5417 Scientific Research and Development Services	n	n

**15-1121 Computer Systems Analysts**



Analyze science, engineering, business, and other data processing problems to implement and improve computer systems. Analyze user requirements, procedures, and problems to automate or improve existing systems and review computer system capabilities, workflow, and scheduling limitations. May analyze or recommend commercially available software. *Examples: Applications Analyst; Data Processing Systems Analyst*

**Training Category:** Bachelor's | none | none

<b>2017 Average Wage:</b>	\$43.56
<b>2016 Estimated Employment:</b>	2,374
<b>2026 Projected Employment:</b>	2,488
<b>Growth Rate, 2016-2026:</b>	4.8%
<b>Annual Openings:</b>	163

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
524 Insurance Carriers and Related Activities	34.8%	34.0%
5415 Computer Systems Design and Related Services	7.3%	8.5%
511 Publishing Industries (except Internet)	5.2%	5.3%
517 Telecommunications	5.1%	4.3%
334 Computer and Electronic Product Manufacturing	5.1%	4.2%
5416 Management and Technical Consulting Services	4.4%	5.1%

**15-1122 Information Security Analysts**



Plan, implement, upgrade, or monitor security measures for the protection of computer networks and information. May ensure appropriate security controls are in place that will safeguard digital files and vital electronic infrastructure. May respond to computer security breaches and viruses. *Examples: Computer Security Specialist; Internet Security Specialist; Network Security Analyst*

**Training Category:** Bachelor's | < 5 yrs | none

<b>2017 Average Wage:</b>	\$48.27
<b>2016 Estimated Employment:</b>	367
<b>2026 Projected Employment:</b>	469
<b>Growth Rate, 2016-2026:</b>	27.8%
<b>Annual Openings:</b>	37

<b>Industry</b>	<b>2016 Share</b>	<b>2026 Share</b>
524 Insurance Carriers and Related Activities	37.1%	36.0%
518 Data Processing, Hosting, and Related Services	15.8%	19.0%
5415 Computer Systems Design and Related Services	11.7%	14.5%
334 Computer and Electronic Product Manufacturing	n	n
522 Credit Intermediation and Related Activities	n	n
523 Financial Investment and Related Activities	n	n