

ANALYSIS OF CURRENT IN-DEMAND OCCUPATIONS

Initial Findings

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Executive Director

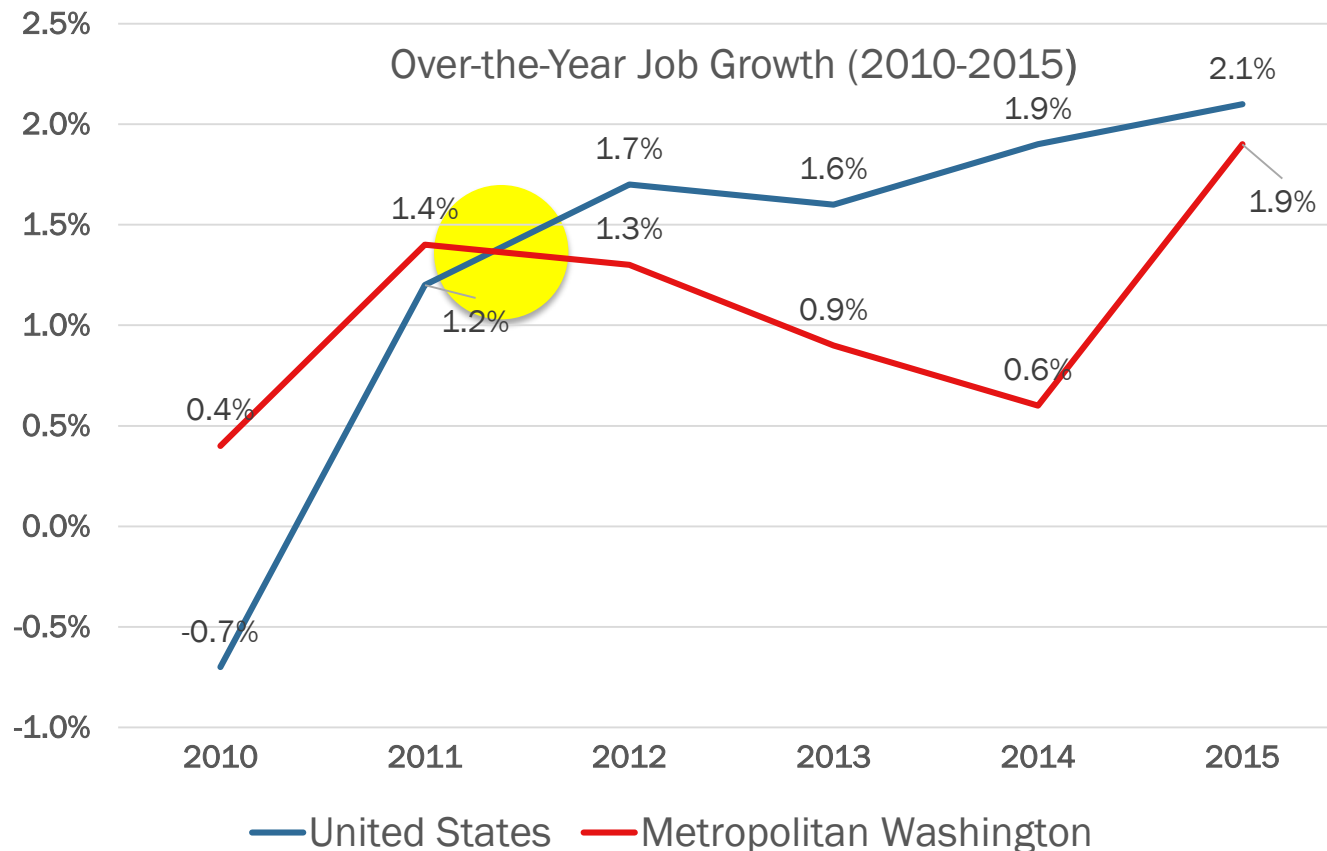
Nicole McCall
Transportation Planner

COG Board of Directors
May 11, 2016

Presentation Overview

1. Job Growth: Region v. Nation
2. Job Postings: A Leading Indicator?
3. Ten Occupations Most in Demand

Job Growth in the Region Has Lagged the Nation since 2012

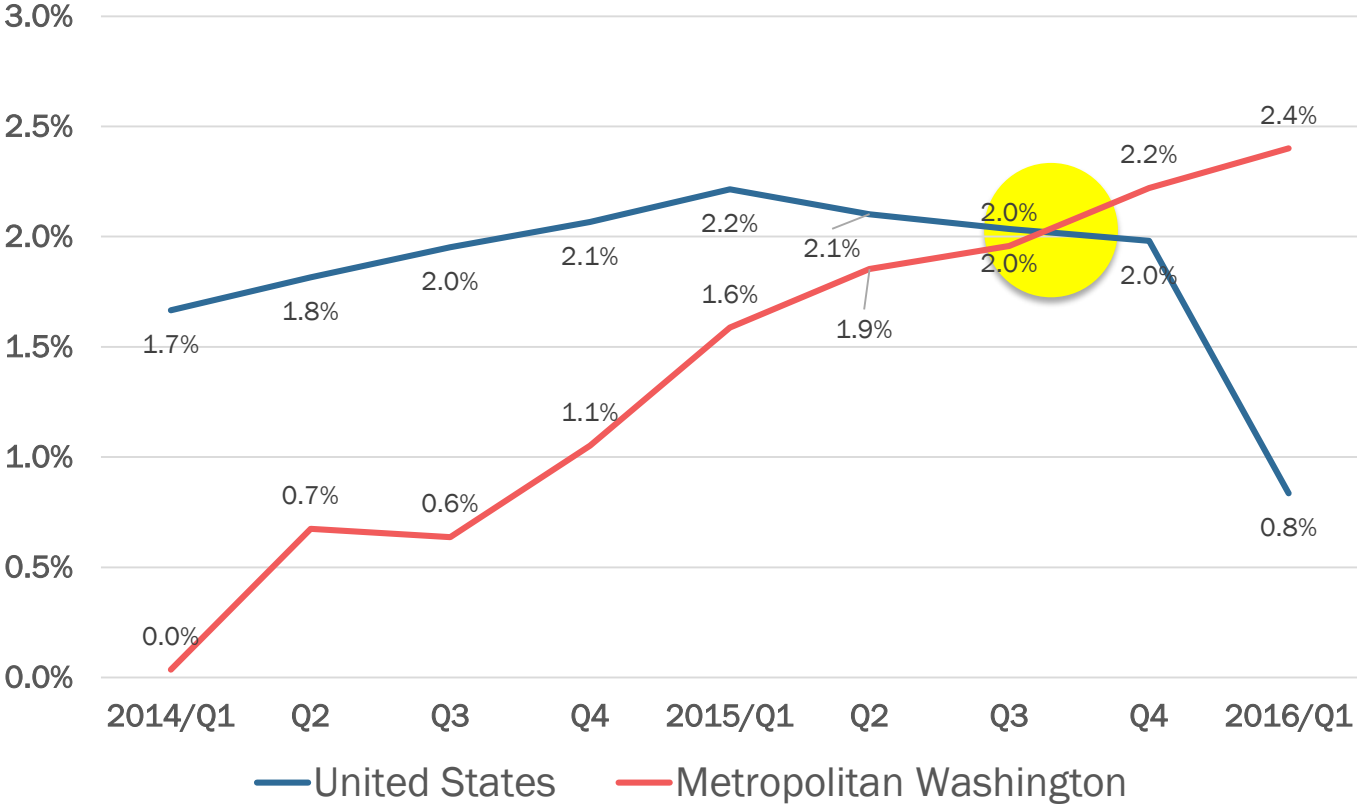


Source: Bureau of Labor Statistics,
Current Employment Survey,
Washington-Arlington-Alexandria, DC-
VA-MD-WV MSA



Job Growth in the Region Began to Accelerate in 2014

Over-the-Year Job Growth by Quarter 2014-2016

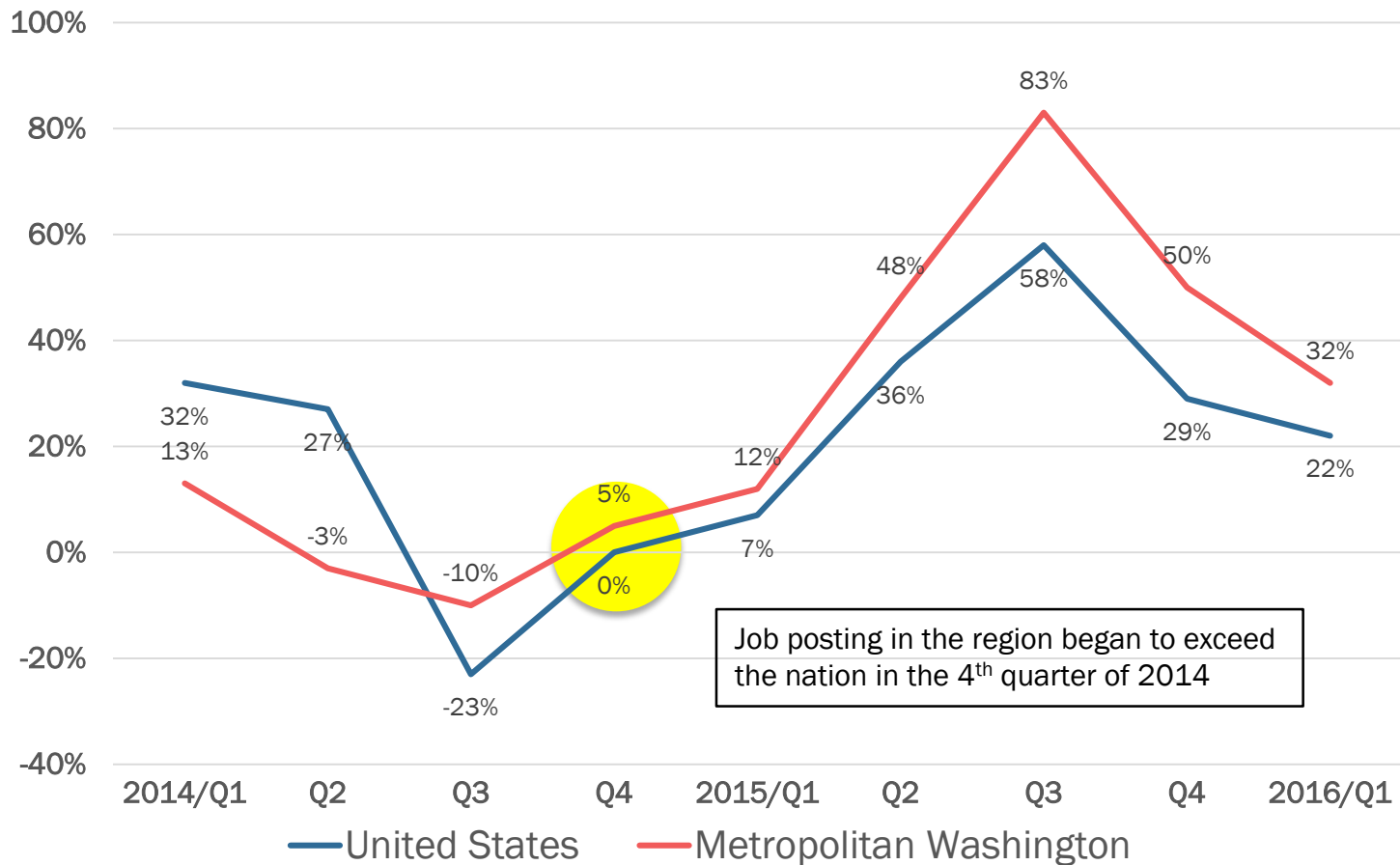


Source: Bureau of Labor Statistics, Current Employment Survey; 2016 Q1 preliminary, Washington-Arlington-Alexandria, DC-VA-MD-WV MSA



Job Postings as a Leading Indicator?

Over-the-Year Growth in Job Postings by Quarter 2014-2016



Job posting in the region began to exceed the nation in the 4th quarter of 2014

Source: Burning Glass Labor Insight

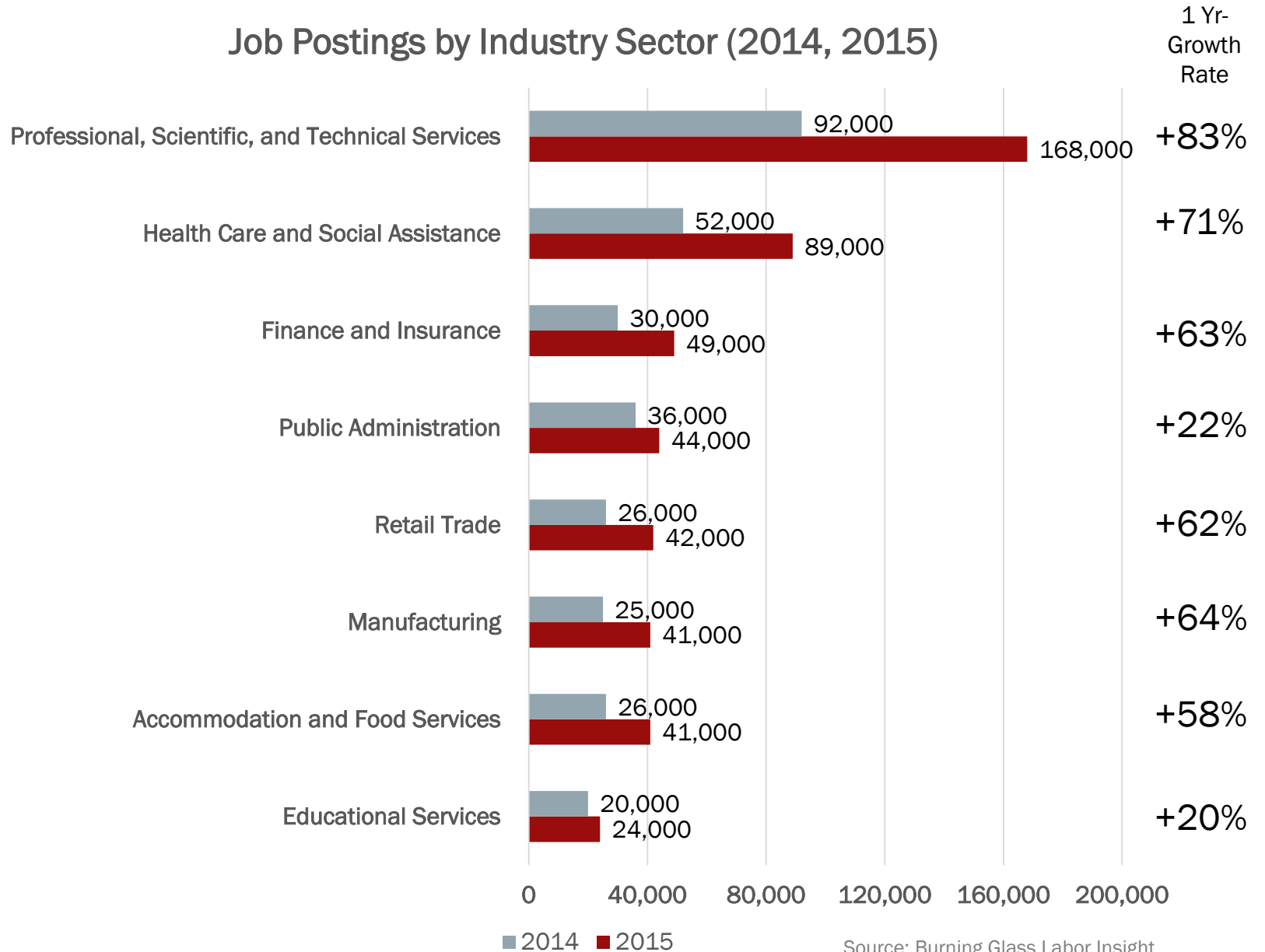


New Tools / Data Sources



- Job postings
- 40 thousand websites
- De-duplicated

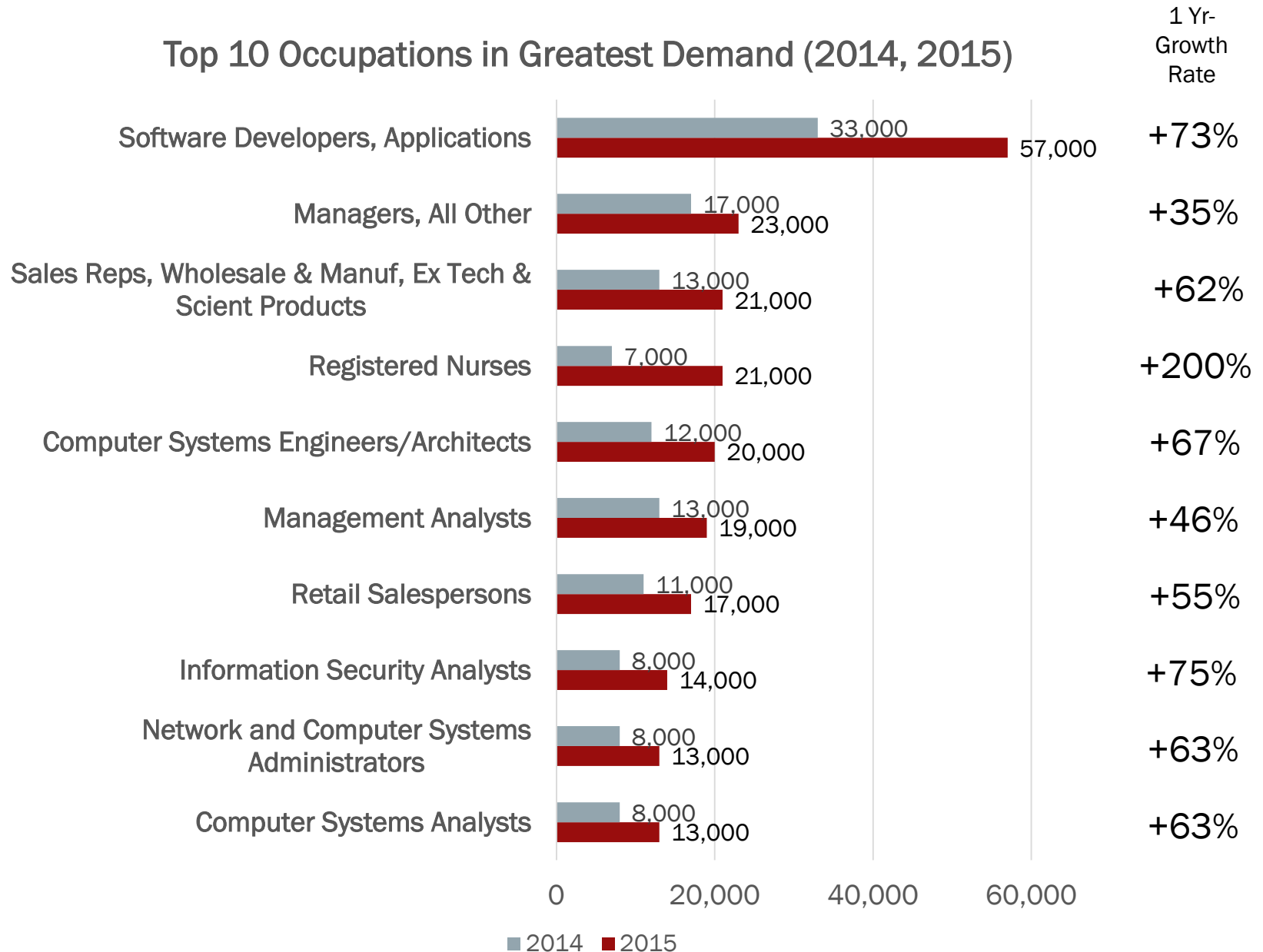
Job Postings by Industry Sector (2014, 2015)



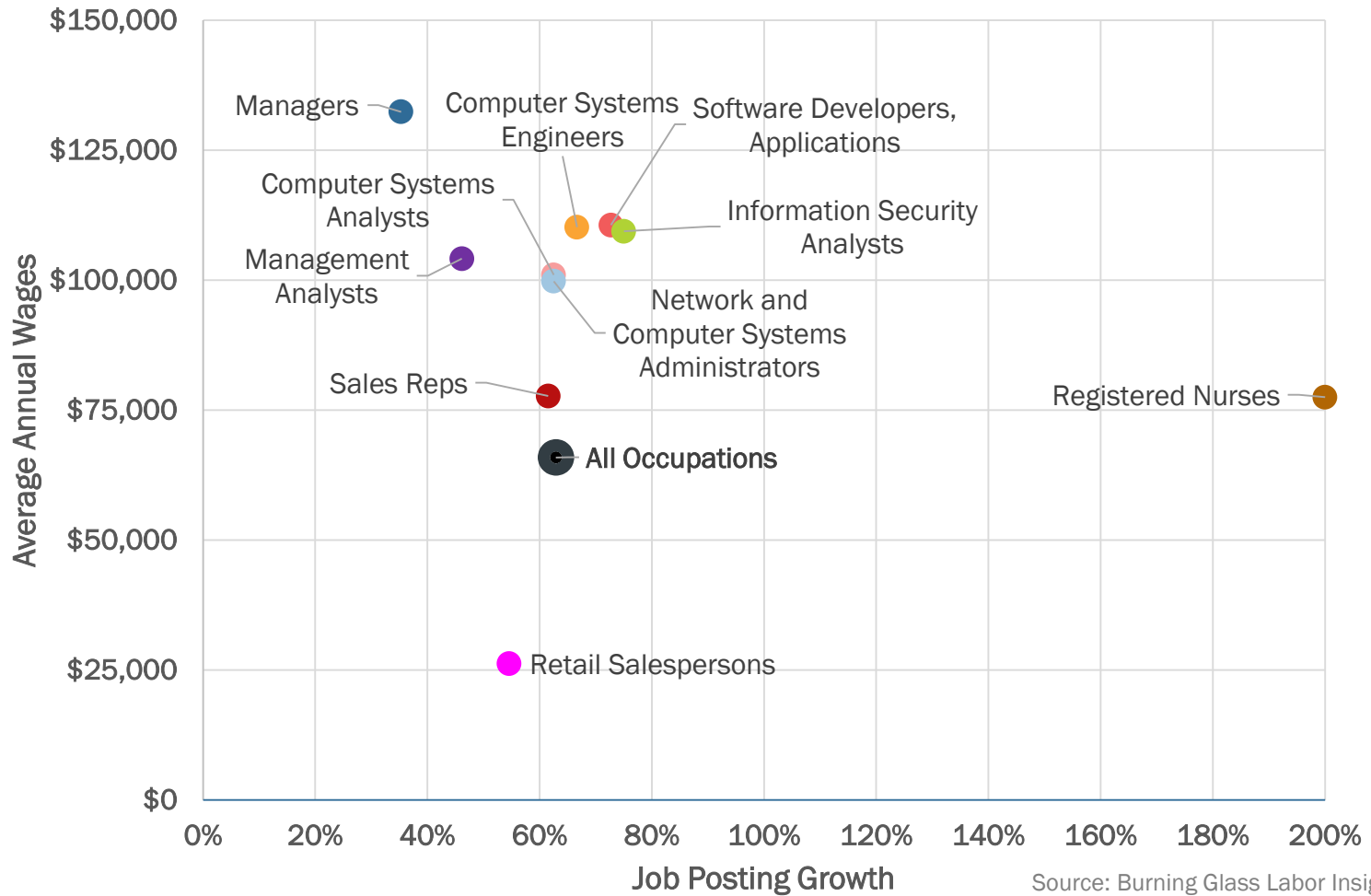
Source: Burning Glass Labor Insight



Top 10 Occupations in Greatest Demand (2014, 2015)



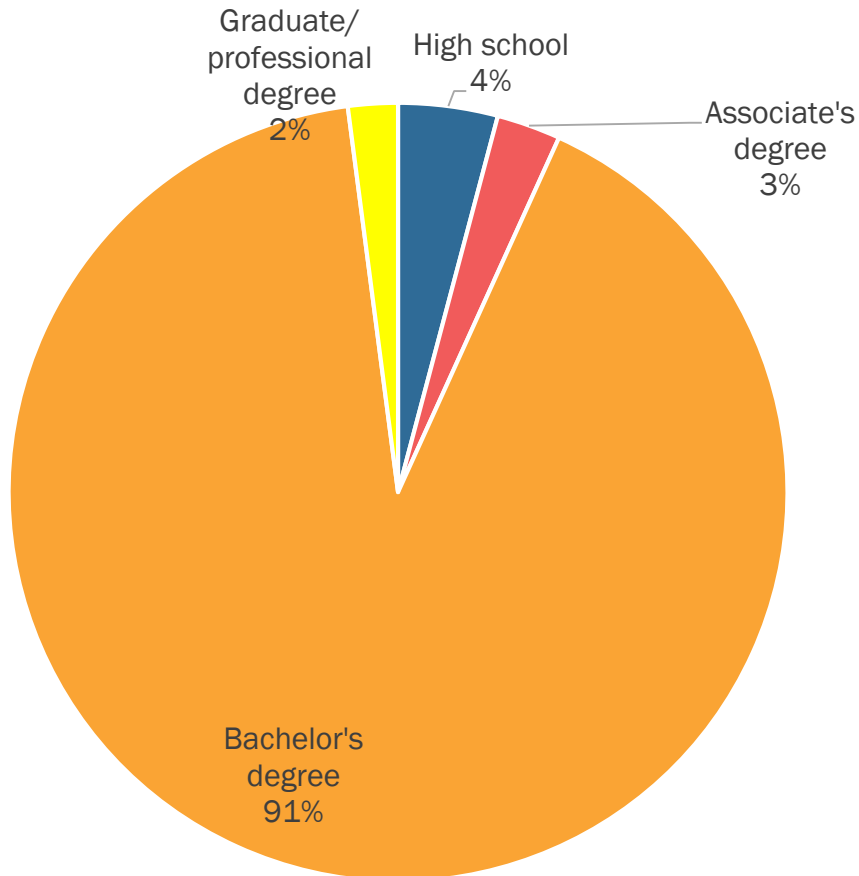
Job Posting Growth (2014-2015) and Average Annual Wages for Top Ten Occupations in Greatest Demand



Source: Burning Glass Labor Insight and Bureau of Labor Statistics 2015 Occupational Employment Statistics

1. Software Developers, Applications, \$110,600

Education Requirements



Titles

1. Software Development Engineer
2. Java Software Developer
3. .Net Developer
4. Software Developer
5. Applications Developer

Skills

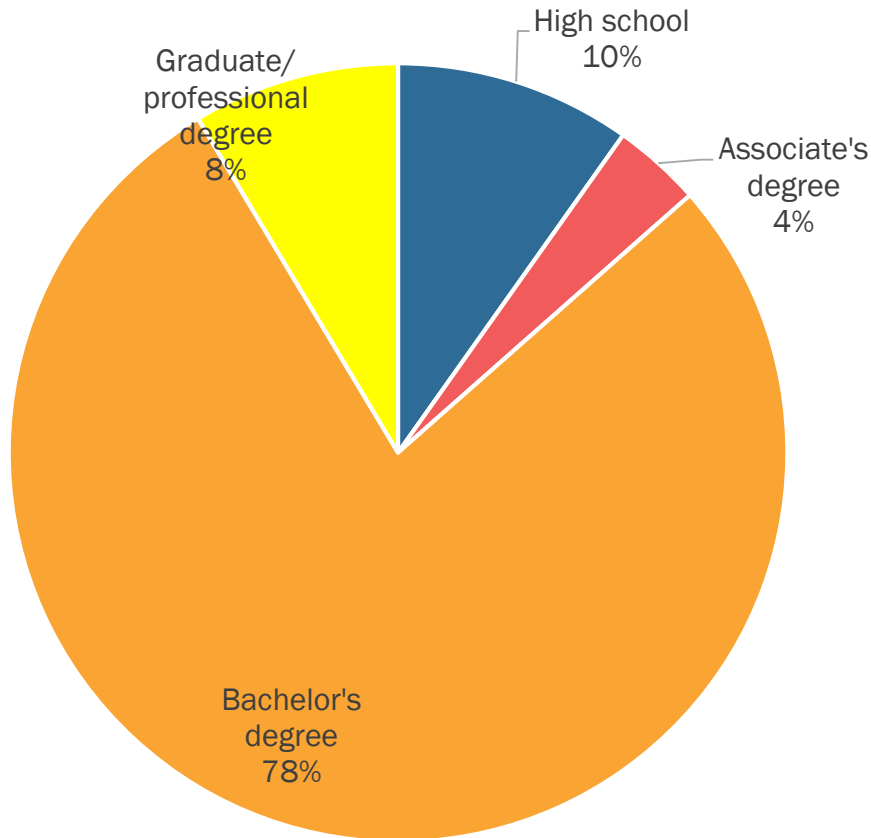
1. JAVA
2. Software Development
3. SQL
4. Software Engineering
5. JavaScript

Note: Where minimum education requirement specified
Source: Burning Glass Labor Insight and Bureau of Labor Statistics
2015 Occupational Employment Statistics



2. Managers, All Other, \$132,380

Education Requirements



Titles

1. Project Manager
2. Program Manager
3. Senior Project Manager
4. Project Coordinator
5. Manager

Skills

1. Project Management
2. Budgeting
3. Scheduling
4. Program Management
5. Supervisory Skills

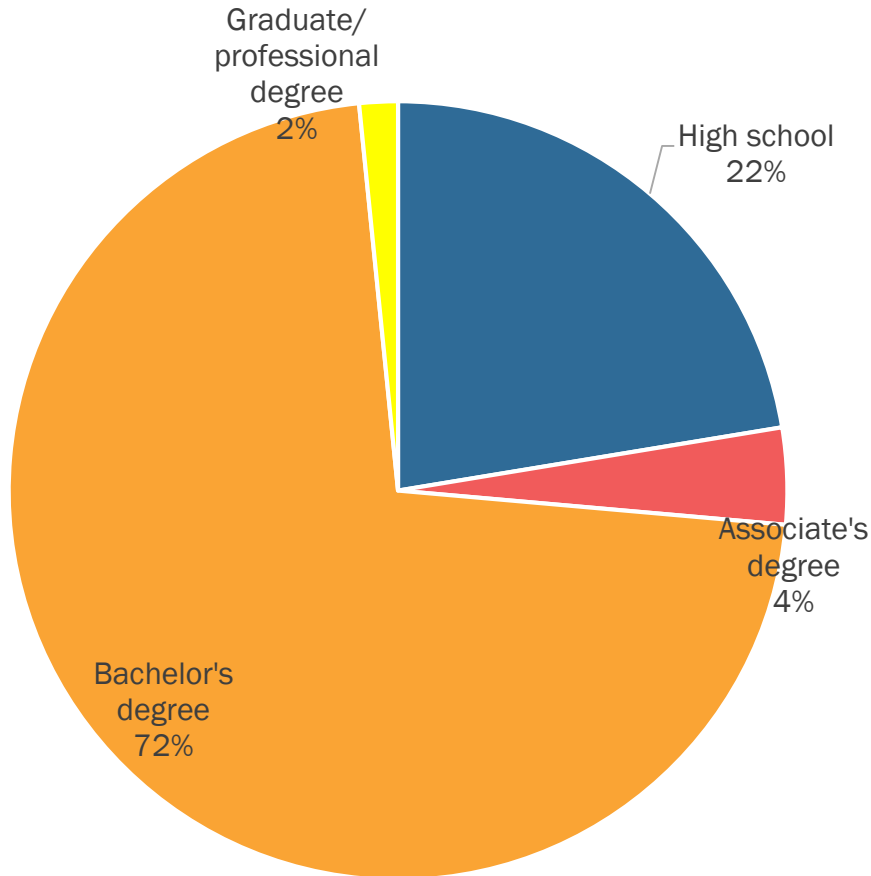
Note: Where minimum education requirement specified
Source: Burning Glass Labor Insight and Bureau of Labor Statistics
2015 Occupational Employment Statistics



3. Sales Reps, \$77,700

(Wholesale and Manufacturing, Excluding Technical and Scientific Products)

Education Requirements



Titles

1. Sales Representative
2. Account Manager
3. Sales Consultant
4. Sales Specialist
5. Outside Sales Representative

Skills

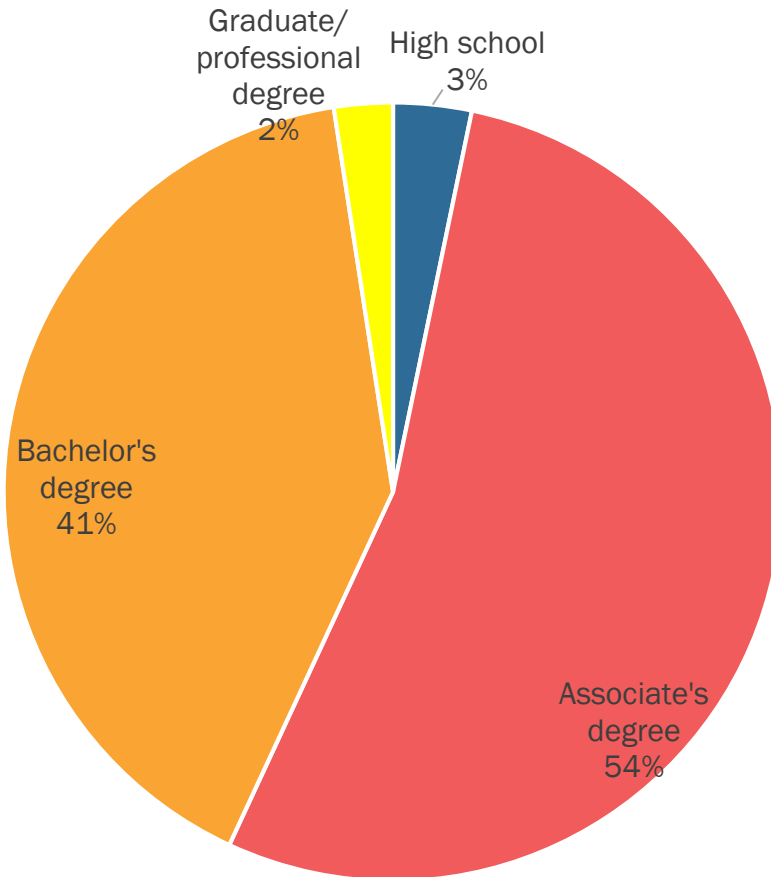
1. Sales
2. Building Relationships
3. Business Development
4. Customer Service
5. Outside Sales

Note: Where minimum education requirement specified
Source: Burning Glass Labor Insight and Bureau of Labor Statistics
2015 Occupational Employment Statistics



4. Registered Nurses, \$77,490

Education Requirements



Titles

1. Registered Nurse
2. Travel Registered Nurse
3. Emergency Room Registered Nurse
4. Operating Room Registered Nurse
5. Clinical Nurse

Skills

1. Patient Care
2. CPR
3. Supervisory Skills
4. Advanced Cardiac Life Support (ACLS)
5. Case Management

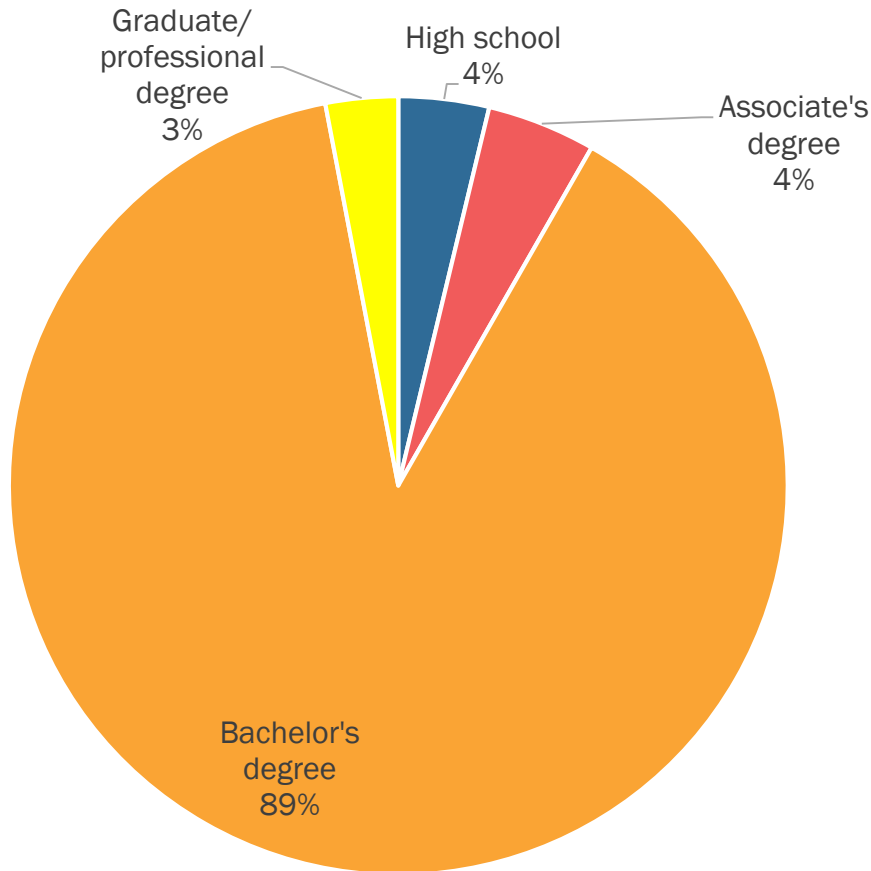
Note: Where minimum education requirement specified
Source: Burning Glass Labor Insight and Bureau of Labor Statistics
2015 Occupational Employment Statistics



5. Computer Systems Engineers/Architects,

\$110,180

Education Requirements



Titles

1. Systems Engineer
2. Solutions Architect
3. Senior Systems Engineer
4. Systems Architect
5. Enterprise Architect

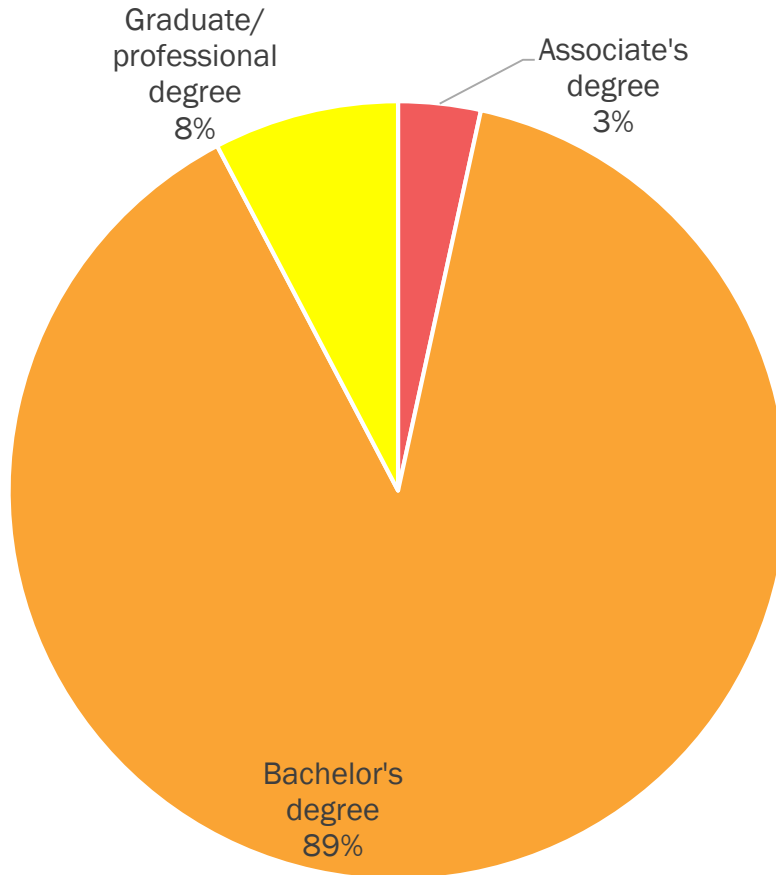
Skills

1. Systems Engineer
2. LINUX
3. VMware
4. Software Development
5. SQL

Note: Where minimum education requirement specified
Source: Burning Glass Labor Insight and Bureau of Labor Statistics
2015 Occupational Employment Statistics

6. Management Analysts, \$104,140

Education Requirements



Titles

1. Business Analyst
2. Program Analyst
3. Management Analyst
4. Management and Program Analyst
5. Business Process Analyst

Skills

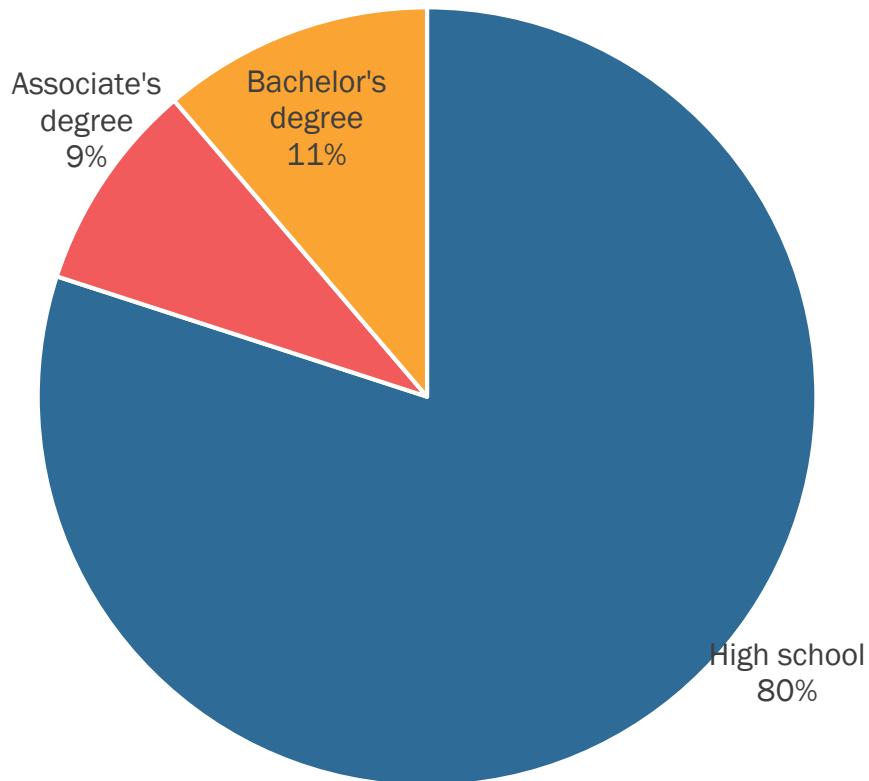
1. Business Analysis
2. Project Management
3. Business Process
4. Budgeting
5. Scheduling

Note: Where minimum education requirement specified
Source: Burning Glass Labor Insight and Bureau of Labor Statistics
2015 Occupational Employment Statistics



7. Retail Salespersons, \$26,200

Education Requirements



Titles

1. Sales Associate
2. Sales Consultant
3. Retail Sales Associate
4. Beauty Advisor
5. Store Associate

Skills

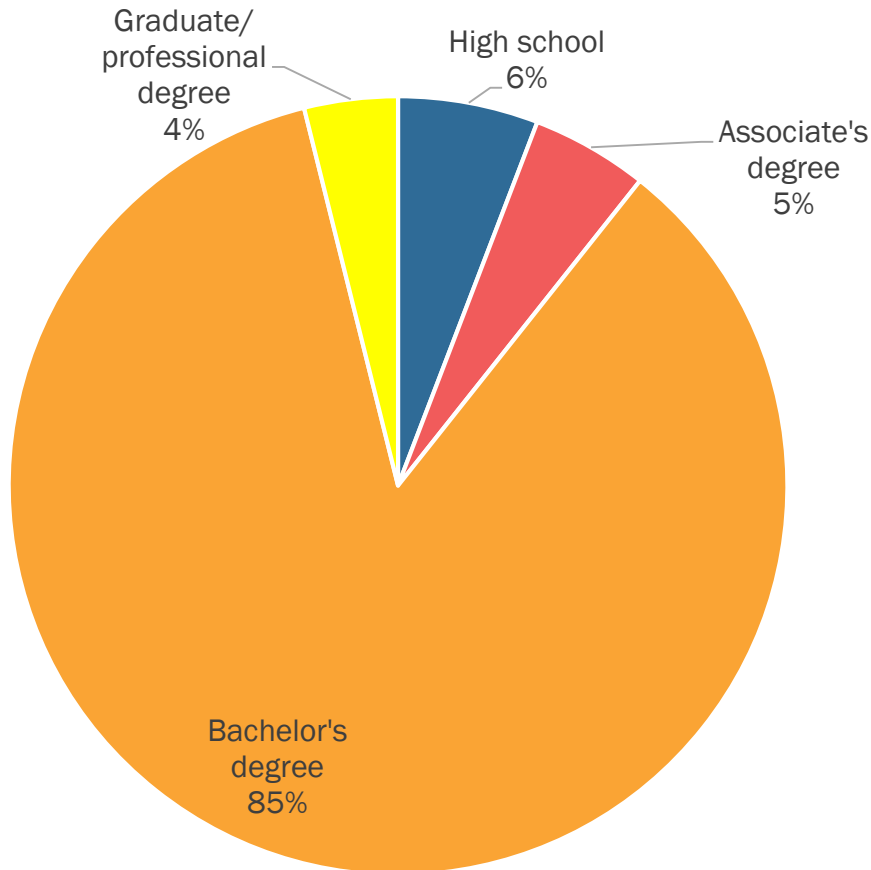
1. Sales
2. Customer Service
3. Retail Setting
4. Retail Sales
5. Building Relationships

Note: Where minimum education requirement specified
Source: Burning Glass Labor Insight and Bureau of Labor Statistics
2015 Occupational Employment Statistics



8. Information Security Analysts, \$109,390

Education Requirements



Titles

1. Security Engineer
2. Security Analyst
3. Security Specialist
4. Information Security Engineer
5. Information Security Analyst

Skills

1. Information Security
2. Information Systems
3. Information Assurance
4. Network Security
5. LINUX

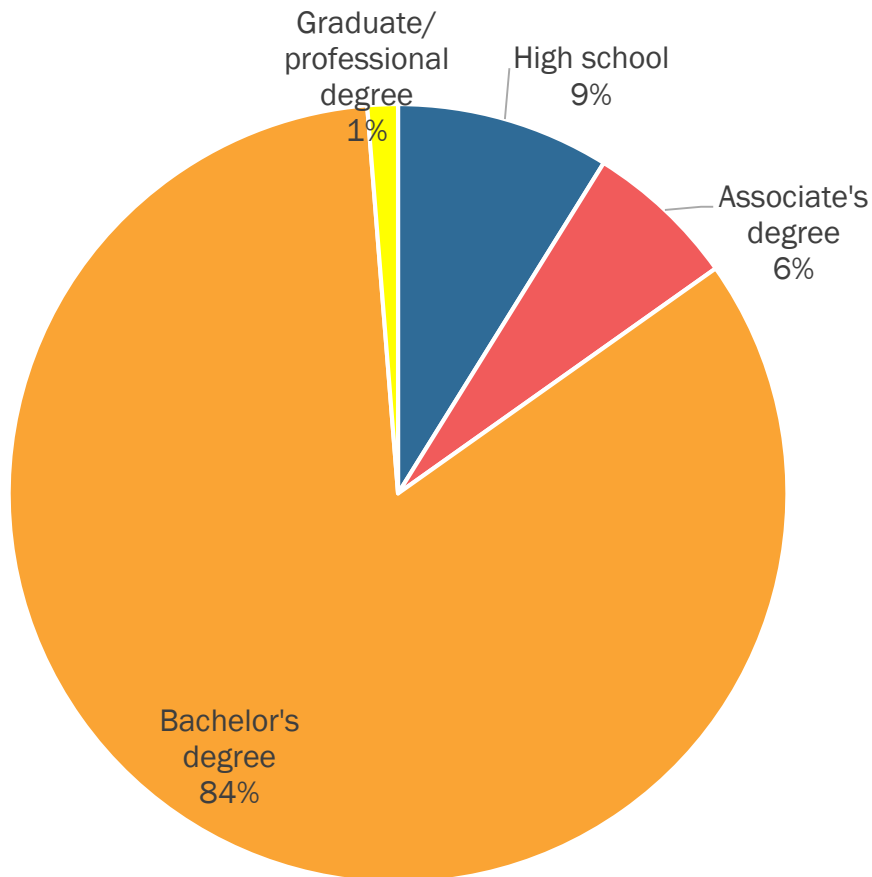
Note: Where minimum education requirement specified
Source: Burning Glass Labor Insight and Bureau of Labor Statistics
2015 Occupational Employment Statistics



9. Network and Computer Systems Admin.,

\$99,790

Education Requirements



Titles

1. Systems Administrator
2. Senior Systems Administrator
3. Network Administrator
4. Linux Systems Administrator
5. SharePoint Administrator

Skills

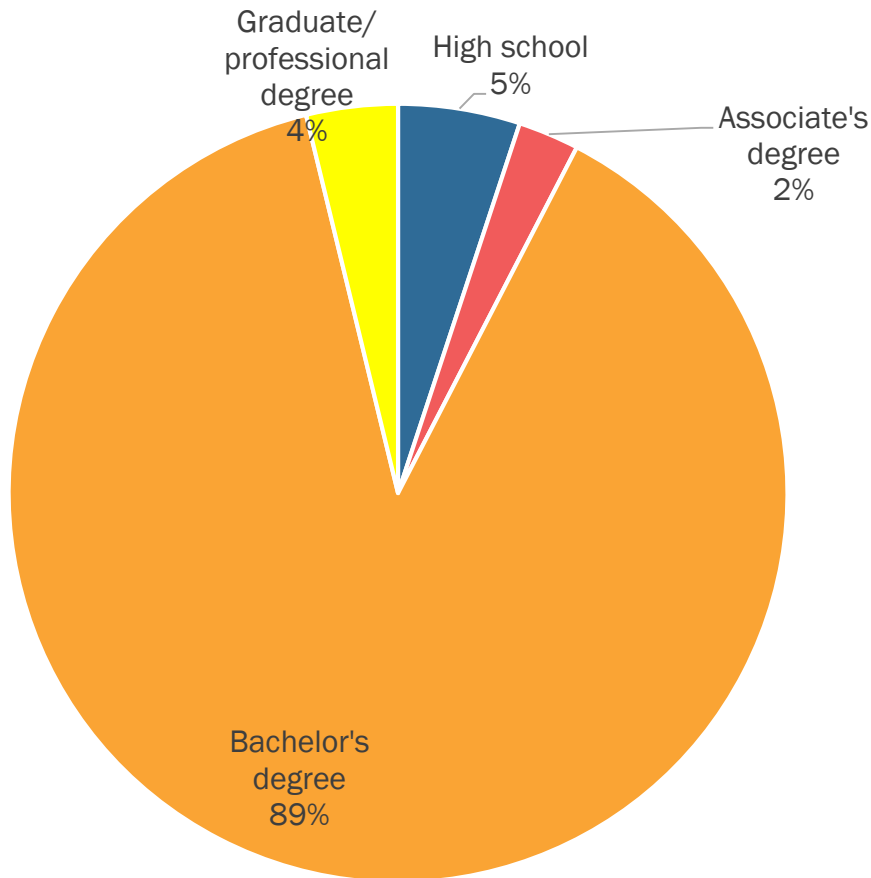
1. System Administration
2. Linux
3. VMware
4. UNIX
5. Hardware and Software Installation

Note: Where minimum education requirement specified
Source: Burning Glass Labor Insight and Bureau of Labor Statistics
2015 Occupational Employment Statistics



10. Computer Systems Analysts, \$101,010

Education Requirements



Titles

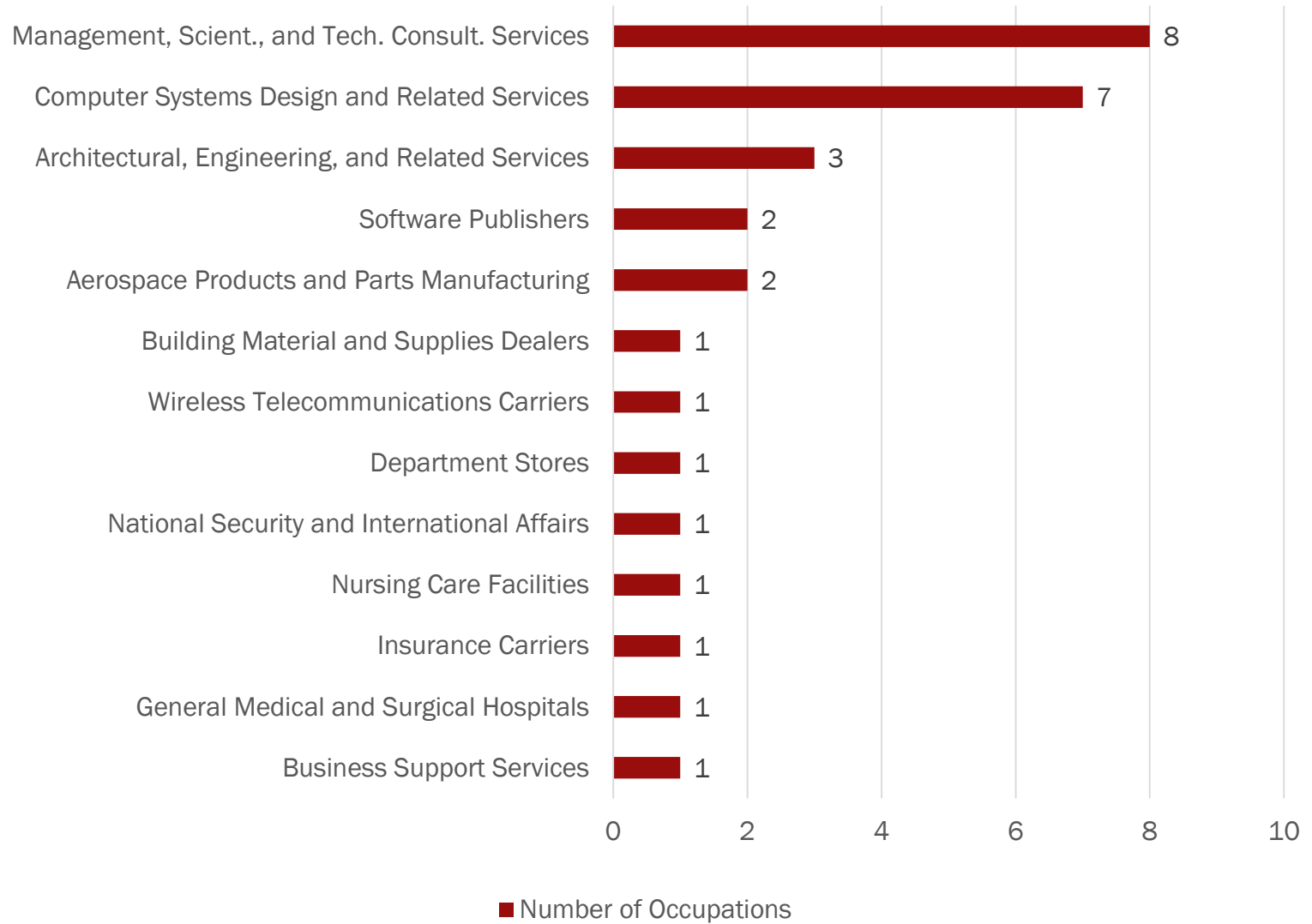
1. Systems Analyst
2. Business Systems Analyst
3. Systems Integrator
4. Technical Analyst
5. Technical Consultant

Skills

1. Systems Analysis
2. Project Management
3. SQL
4. Business Process
5. Oracle

Note: Where minimum education requirement specified
Source: Burning Glass Labor Insight and Bureau of Labor Statistics
2015 Occupational Employment Statistics

Industries Represented in Top Ten Occupations



Employers with Greatest Number of Job Postings

Employer	Industry Group	2014	2015	Largest Employers ¹
General Dynamics	3369 – Other Transportation Equipment Manufacturing	1	1	*
Accenture	5416 – Management, Scientific, and Technical Consulting Services	6	2	
Leidos	5415 – Computer Systems Design and Related Services; 5417 – Scientific Research and Development Services	2	3	*
Booz Allen Hamilton	5416 – Management, Scientific, and Technical Consulting Services	3	4	*
Capital One	5222 – Nondepository Credit Intermediation	4	5	*
Deloitte	5416 – Management, Scientific, and Technical Consulting Services	12	6	*
Oracle	5112 – Software Publishers	36	7	
Mantech Intl Corp	5415 – Computer Systems Design and Related Services	14	8	
Northrop Grumman	3364 – Aerospace Product and Parts Manufacturing	8	9	*
Harris Teeter	4451 – Grocery Stores	11	10	

¹Included in the Washington Business Journal's Book of List Largest Employers

Summary of Initial Findings

- Employment data indicates that Metropolitan Washington's economy started to expand at a greater rate than the rest of the nation in Q4 2015
- Job postings growth began to outpace the nation in late 2014 (a year ahead of jobs); Job postings may be a leading indicator



Findings for the Top Ten Occupations

- Half are computer occupations
- The other half, except for sales reps, were in the top 15 most common occupations in metropolitan Washington in 2015
- Except for Retail Salespersons, the annual average wages were higher than metropolitan Washington's average
- 72% or more of the job postings for each occupation required a Bachelors Degree or more, except for: Nurses and Retail



Forthcoming Research

- **Advanced Industry Clusters** – Utilize job postings data to identify the occupations and requirements included in job postings from the 7 industry clusters identified and highlighted by *The Roadmap for the Washington Region's Economic Future* and the focus of the *Global Cities Initiative*



Thank you!



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