



# Key Demand Occupations – 2012 – Thumb Area

## College Degree Required

Education	Title / Description / Key Skills	Projected Job Growth	% Job Growth 2002 - 2012	Hourly Wage
<b>Management Occupations</b>				
<b>General and Operations Managers (11-1021)</b>				
		<b>60</b>	<b>10.4%</b>	<b>\$40.93</b>
Work Exp. + Bachelor's	Plan, direct, or coordinate the operations of companies or public and private sector organizations. Duties and responsibilities include formulating policies, managing daily operations, and planning the use of materials and human resources. <b>Key Skills:</b> Active Listening, Management of Personnel Resources, Time Management, Judgment & Decision Making, Monitoring.			
<b>Sales Managers (11-2022)</b>				
		<b>20</b>	<b>21.2%</b>	<b>\$34.86</b>
Work Exp. + Bachelor's	Direct the actual distribution or movement of a product or service to the customer. Coordinate sales distribution by establishing sales territories, quotas, and goals and establish training programs for sales representatives. Analyze sales statistics gathered by staff to determine sales potential and inventory requirements and monitor the preferences of customers. <b>Key Skills:</b> Active Listening, Speaking, Mathematics, Time Management, Service Orientation			
<b>Financial Managers (11-3031)</b>				
		<b>20</b>	<b>14.7%</b>	<b>\$33.39</b>
Work Exp. + Bachelor's	Plan, direct, and coordinate accounting, investing, banking, insurance, securities, and other financial activities of a branch, office, or department of an establishment. <b>Key Skills:</b> Mgt. of Financial Resources, Mathematics, Critical Thinking, Decision Making, Reading Comprehension			
<b>Industrial Production Managers (11-3051)</b>				
		<b>15</b>	<b>11.0%</b>	<b>\$41.53</b>
Bachelor's	Plan, direct, or coordinate the work activities and resources necessary for manufacturing products in accordance with cost, quality, and quantity specifications. <b>Key Skills:</b> Active Listening, Judgment and Decision Making, Critical Thinking, Reading Comprehension, Coordination			
<b>Medical and Health Services Managers (11-9111)</b>				
		<b>15</b>	<b>11.9%</b>	<b>\$30.74</b>
Work Exp. + Bachelor's	Plan, direct, or coordinate medicine and health services in hospitals, clinics, managed care organizations, public health agencies, or similar organizations. <b>Key Skills:</b> Active Listening, Reading Comprehension, Critical Thinking, Monitoring, Speaking			
<b>Professional Occupations</b>				
<b>Accountants and Auditors (13-2011)</b>				
		<b>60</b>	<b>11.2%</b>	<b>\$23.84</b>
Bachelor's	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. <b>Key Skills:</b> Mathematics, Active Listening, Critical Thinking, Monitoring, Judgment & Decision Making			
<b>Personal Financial Advisors (13-2052)</b>				
		<b>15</b>	<b>15.8%</b>	<b>\$45.53*</b>
Bachelor's	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. <b>Key Skills:</b> Active Listening, Speaking, Mathematics, Judgment & Decision Making, Service Orientation			
<b>Computer Support Specialists (15-1041)</b>				
		<b>10</b>	<b>11.1%</b>	<b>\$17.38</b>
Associate's	Provide technical assistance to computer system users. Answer questions or resolve computer problems for clients in person, via telephone or from remote location. May provide assistance concerning the use of computer hardware and software, including printers. <b>Key Skills:</b> Troubleshooting, Reading Comprehension, Critical Thinking, Active Listening, Writing			
<b>Computer Systems Analysts (15-1051)</b>				
		<b>20</b>	<b>23.5%</b>	<b>\$25.48</b>
Bachelor's	Analyze science, engineering, business, and all other data processing problems for application to electronic data processing systems. Analyze user requirements, procedures, and problems to automate or improve existing systems and review computer system capabilities, workflow, and scheduling limitations. <b>Key Skills:</b> Active Learning, Reading Comprehension, Complex Problem Solving, Critical Thinking, Active Listening			
<b>Network and Computer Systems Administrators (15-1071)</b>				
		<b>10</b>	<b>21.8%</b>	<b>\$23.00</b>
Bachelor's	Install, configure, and support an organization's local area network (LAN), wide area network (WAN), and Internet system or a segment of a network system. Maintain network hardware and software. Monitor network to ensure network availability to all system users and perform necessary maintenance to support network availability. <b>Key Skills:</b> Reading Comprehension, Troubleshooting, Active Listening, Complex Problem Solving			

OJT = On-the-job Training

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\* Michigan Wage Data

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**Thumb Area includes the following counties: Huron, Lapeer, Sanilac, Tuscola**

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<b>Industrial Engineers (17-2112)</b>				
Bachelor's	Design, develop, test, and evaluate integrated systems for managing industrial production processes including human work factors, quality control, inventory control, logistics and material flow, cost analysis, and production coordination. <b>Key Skills:</b> Critical Thinking, Active Listening, Time Management, Reading Comprehension, Complex Problem Solving	<b>25</b>	<b>19.1%</b>	<b>\$29.10</b>
<b>Commercial and Industrial Designers (27-1021)</b>				
Bachelor's	Develop and design manufactured products, such as cars, home appliances, and children's toys. Combine artistic talent with research on product use, marketing, and materials to create the most functional and appealing product design. <b>Key Skills:</b> Time Management, Active Listening, Reading Comprehension, Mathematics, Judgment and Decision Making	<b>10</b>	<b>15.0%</b>	<b>\$30.80</b>
<b>Graphic Designers (27-1024)</b>				
Associate's	Design or create graphics to meet a client's specific commercial or promotional needs, such as packaging, displays, or logos. May use a variety of mediums to achieve artistic or decorative effects. <b>Key Skills:</b> Time Management, Coordination, Active Listening, Judgment and Decision Making, Active Learning	<b>20</b>	<b>19.5%</b>	<b>\$17.22</b>
<b>Public Relations Specialists (27-3031)</b>				
Bachelor's	Engage in promoting or creating good will for individuals, groups, or organizations by writing or selecting favorable publicity material and releasing it through various communications media. May prepare and arrange displays, and make speeches. <b>Key Skills:</b> Writing, Critical Thinking, Reading Comprehension, Active Listening, Judgment & Decision Making	<b>20</b>	<b>15.0%</b>	<b>\$19.14</b>
<b>Health Care Occupations</b>				
<b>Registered Nurses (29-1111)</b>				
Associate's	Assess patient health problems and needs, develop and implement nursing care plans, and maintain medical records. Administer nursing care to ill, injured, convalescent, or disabled patients. May advise patients on health maintenance and disease prevention or provide case management. Licensing or registration required. <b>Key Skills:</b> Active Listening, Reading Comprehension, Critical Thinking, Instructing, Speaking, Time Management	<b>130</b>	<b>14.2%</b>	<b>\$24.12</b>
<b>Dental Hygienists (29-2021)</b>				
Associate's	Clean teeth and examine oral areas, head, and neck for signs of oral disease. May educate patients on oral hygiene, take and develop X-rays, or apply fluoride or sealants. <b>Key Skills:</b> Active Listening, Speaking, Reading Comprehension, Active Learning, Time Management	<b>40</b>	<b>23.5%</b>	<b>\$25.99</b>
<b>Radiological Technologists and Technicians (29-2034)</b>				
Associate's	Take X-rays and CAT scans or administer nonradioactive materials into patient's blood stream for diagnostic purposes. Includes technologists who specialize in other modalities, such as computed tomography and magnetic resonance. Includes workers whose primary duties are to demonstrate portions of the human body on X-ray film or fluoroscopic screen. <b>Key Skills:</b> Active Listening, Speaking, Reading Comprehension, Time Management, Critical Thinking	<b>15</b>	<b>9.5%</b>	<b>\$19.48</b>
<b>Medical Records and Health Information Technicians (29-2071)</b>				
Associate's	Compile, process, and maintain medical records of hospital and clinic patients in a manner consistent with medical, administrative, ethical, legal, and regulatory requirements of the health care system. Process, maintain, compile, and report patient information for health requirements and standards. <b>Key Skills:</b> Active Listening, Reading Comprehension, Time Management, Speaking, Writing	<b>15</b>	<b>25.5%</b>	<b>\$14.13</b>
<b>Service Occupations</b>				
<b>Recreation Workers (39-9032)</b>				
Bachelor's	Conduct recreation activities with groups in public, private, or volunteer agencies or recreation facilities. Organize and promote activities, such as arts and crafts, sports, games, music, dramatics, social recreation, camping, and hobbies, taking into account the needs and interests of individual members. <b>Key Skills:</b> Service Orientation, Active Listening, Speaking, Instruction, Judgment and Decision Making	<b>15</b>	<b>9.4%</b>	<b>\$10.18</b>
<b>Sales Occupations</b>				
<b>Insurance Sales Agents (41-3021)</b>				
Bachelor's	Sell life, property, casualty, health, automotive, or other types of insurance. May refer clients to independent brokers, work as independent broker, or be employed by an insurance company. <b>Key Skills:</b> Active Listening, Speaking, Time Management, Reading Comprehension, Persuasion	<b>15</b>	<b>6.8%</b>	<b>\$24.81</b>

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# Key Demand Occupations – 2012 – Thumb Area

## Job Training Required

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<b>Management Occupations</b>				
<b>Food Service Managers (11-9051)</b>				
Work Exp. in Related Occupation	Plan, direct, or coordinate activities of an organization or department that serves food and beverages. <b>Key Skills:</b> Active Listening, Instructing, Speaking, Time Management, Monitoring	<b>15</b>	<b>7.2%</b>	<b>\$15.48</b>
<b>Professional Occupations</b>				
<b>Cost Estimators (13-1051)</b>				
Work Exp. in Related Occupation	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. <b>Key Skills:</b> Active Listening, Reading Comprehension, Mathematics, Time Management, Writing	<b>25</b>	<b>15.2%</b>	<b>\$24.71</b>
<b>Preschool Teachers, Except Special Education (25-2011)</b>				
Post-Secondary Vocational Training	Instruct children (normally up to 5 years of age) in activities designed to promote social, physical, and intellectual growth needed for primary school in preschool, day care center, or other child development facility. May be required to hold State certification. <b>Key Skills:</b> Active Listening, Instructing, Speaking, Reading Comprehension, Learning Strategies	<b>10</b>	<b>14.3%</b>	<b>\$17.08</b>
<b>Self-Enrichment Education Teachers (25-3021)</b>				
Work Exp. in Related Occupation	Teach or instruct courses other than those that normally lead to an occupational objective or degree. Courses may include self-improvement, nonvocational, and nonacademic subjects. Teaching may or may not take place in a traditional educational institution. <b>Key Skills:</b> Instructing, Speaking, Active Listening, Learning Strategies, Social Perceptiveness	<b>20</b>	<b>16.3%</b>	<b>\$18.24</b>
<b>Health Care Occupations</b>				
<b>Emergency Medical Technicians and Paramedics (29-2041)</b>				
Post-Secondary Vocational Training	Assess injuries, administer emergency medical care, and extricate trapped individuals. Transport injured or sick persons to medical facilities. <b>Key Skills:</b> Active Listening, Critical Thinking, Speaking, Coordination, Equipment Maintenance	<b>15</b>	<b>9.2%</b>	<b>\$12.12</b>
<b>Service Occupations</b>				
<b>Fire Fighters (33-2011)</b>				
Long-Term OJT	Control and extinguish fires or respond to emergency situations where life, property, or the environment is at risk. Duties may include fire prevention, emergency medical service, hazardous material response, search and rescue, and disaster management. <b>Key Skills:</b> Active Listening, Coordination, Equipment Selection, Critical Thinking, Equipment Maintenance	<b>30</b>	<b>14.2%</b>	<b>\$15.39</b>
<b>Police and Sheriff's Patrol Officers (33-3051)</b>				
Long-Term OJT	Maintain order, enforce laws and ordinances, and protect life and property in an assigned patrol district. Perform combination of following duties: patrol a specific area on foot or in a vehicle; direct traffic; issue traffic summonses; investigate accidents; apprehend and arrest suspects, or serve legal processes of courts. <b>Key Skills:</b> Judgment & Decision Making, Active Listening, Critical Thinking, Writing, Speaking	<b>60</b>	<b>15.9%</b>	<b>\$19.63</b>
<b>Cooks, Restaurant (35-2014)</b>				
Long-Term OJT	Prepare, season, and cook soups, meats, vegetables, desserts, or other foodstuffs in restaurants. May order supplies, keep records and accounts, price items on menu, or plan menu. <b>Key Skills:</b> Active Listening, Reading Comprehension, Speaking, Active Learning, Instructing	<b>45</b>	<b>11.3%</b>	<b>\$7.86</b>
<b>Hairdressers, Hairstylists, and Cosmetologists (39-5012)</b>				
Post-Secondary Vocational Training	Provide beauty services, such as shampooing, cutting, coloring, and styling hair, and massaging and treating scalp. May also apply makeup, dress wigs, perform hair removal, and provide nail and skin care services. <b>Key Skills:</b> Active Listening, Speaking, Time Management, Coordination, Social Perceptiveness	<b>35</b>	<b>5.1%</b>	<b>\$11.81</b>
<b>Sales Occupations</b>				
<b>First-Line Supervisor/Managers of Retail Sales Workers (41-1011)</b>				
Work Exp. in Related Occupation	Directly supervise sales workers in a retail establishment or department. Duties may include management functions, such as purchasing, budgeting, accounting, and personnel work, in addition to supervisory duties. <b>Key Skills:</b> Management of Personnel Resources, Active Listening, Service Orientation, Time Management, Instructing	<b>100</b>	<b>5.8%</b>	<b>\$17.37</b>

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<b>Construction and Repair Occupations</b>				
	<b>Managers of Construction Trades &amp; Extraction Workers (47-1011)</b>	<b>35</b>	<b>8.6%</b>	<b>\$25.02</b>
Work Exp. in Related Occupation	Directly supervise and coordinate activities of construction or extraction workers. <b>Key Skills:</b> Coordination, Management of Personnel Resources, Time Management, Speaking, Active Listening			
	<b>Brickmasons and Blockmasons (47-2021)</b>	<b>10</b>	<b>13.1%</b>	<b>\$25.13</b>
Long-Term OJT	Lay and bind building materials, such as brick, structural tile, concrete block, cinder block, glass block, and terra-cotta block, with mortar and other substances to construct or repair walls, partitions, arches, sewers, and other structures. <b>Key Skills:</b> Active Listening, Coordination, Mathematics, Time Management, Equipment Selection			
	<b>Carpenters (47-2031)</b>	<b>155</b>	<b>8.6%</b>	<b>\$14.79</b>
Long-Term OJT	Construct, erect, install, or repair structures and fixtures made of wood, such as concrete forms; building frameworks, including partitions, joists, studding, and rafters; wood stairways, window and door frames, and hardwood floors. May also install cabinets, siding, drywall and batt or roll insulation. Includes brattice builders who build doors or brattices (ventilation walls or partitions) in underground passageways to control the proper circulation of air through the passageways and to the working places. <b>Key Skills:</b> Mathematics, Time Management, Active Listening, Critical Thinking, Judgment & Decision Making			
	<b>Electricians (47-2111)</b>	<b>40</b>	<b>17.1%</b>	<b>\$22.73</b>
Long-Term OJT	Install, maintain, and repair electrical wiring, equipment, and fixtures. Ensure that work is in accordance with relevant codes. May install or service street lights, intercom systems, or electrical control systems. <b>Key Skills:</b> Installation, Active Listening, Reading Comprehension, Troubleshooting, Equipment Selection			
	<b>Structural Iron and Steel Workers (47-2221)</b>	<b>10</b>	<b>14.0%</b>	<b>\$23.73</b>
Long-Term OJT	Raise, place, and unite iron or steel girders, columns, and other structural members to form completed structures or structural frameworks. May erect metal storage tanks and assemble prefabricated metal buildings. <b>Key Skills:</b> Installation, Equipment Selection, Operation and Control			
	<b>Automotive Body and Related Repairers (49-3021)</b>	<b>15</b>	<b>7.0%</b>	<b>\$17.26</b>
Long-Term OJT	Repair and refinish automotive vehicle bodies and straighten vehicle frames. <b>Key Skills:</b> Equipment Selection, Repairing, Troubleshooting, Installation, Complex Problem Solving			
	<b>Automotive Service Technicians and Mechanics (49-3023)</b>	<b>40</b>	<b>6.8%</b>	<b>\$17.23</b>
Post-Secondary Vocational Training	Diagnose, adjust, repair, or overhaul automotive vehicles. <b>Key Skills:</b> Troubleshooting, Repairing, Equipment Selection, Active Listening, Critical Thinking			
	<b>Industrial Machinery Mechanics (49-9041)</b>	<b>20</b>	<b>13.7%</b>	<b>\$19.54</b>
Long-Term OJT	Repair, install, adjust, or maintain industrial production and processing machinery or refinery and pipeline distribution systems. <b>Key Skills:</b> Equipment Maintenance, Repairing, Troubleshooting, Operation Monitoring, Quality Control Analysis			
<b>Production Occupations</b>				
	<b>Machinists (51-4041)</b>	<b>15</b>	<b>4.9%</b>	<b>\$15.90</b>
Long-Term OJT	Set up and operate a variety of machine tools to produce precision parts and instruments. Includes precision instrument makers who fabricate, modify, or repair mechanical instruments. May also fabricate and modify parts to make or repair machine tools or maintain industrial machines, applying knowledge of mechanics, shop mathematics, metal properties, layout, and machining procedures. <b>Key Skills:</b> Operation & Control, Operation Monitoring, Mathematics, Equipment Selection, Troubleshooting			
	<b>Welders, Cutters, Solderers, and Brazers (51-4121)</b>	<b>35</b>	<b>12.9%</b>	<b>\$14.39</b>
Long-Term OJT	Use hand-welding, flame-cutting, hand soldering, or brazing equipment to weld or join metal components or to fill holes, indentations, or seams of fabricated metal products. <b>Key Skills:</b> Operation & Control, Equipment Selection, Equipment Maintenance, Mathematics, Operation Monitoring			

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