



| (1) Sales and Related Occupations                  | 15% | (2) Office and Administrative Support Occupations   | 11% |
|--|-----|---|-----|
| Retail Salespersons                                | 19% | Customer Service Representatives                    | 22% |
| First-Line Supervisors of Retail Sales Workers     | 18% | 1st-Line Superv of Office & Admin Support Workers   | 16% |
| Sales Reps, Wholesale & Mfg, Exc Tech & Sci Prod   | 12% | Exec Secretaries & Exec Adm Assts                   | 7%  |
| Insurance Sales Agents                             | 10% | Bookkeeping, Accounting, and Auditing Clerks        | 5%  |
| Sales Representatives, Services, All Other         | 7%  | Tellers   | 5%  |
| Sales Agents, Financial Services                   | 6%  | Office Clerks, General                              | 5%  |
| First-Line Supervisors of Non-Retail Sales Workers | 5%  | Stock Clerks- Stockroom, Warehouse, or Storage Yard | 4%  |
| Sales Reps, Wholesale & Mfg, Tech & Sci Prod       | 5%  | Medical Secretaries                                 | 4%  |

| (3) Transportation and Material Moving Occupations          | 10% | (4) Management Occupations               | 9%  | (5) Computer and Mathematical Occupations        | 8%  | (6) Healthcare Practitioners and Technical Occupations | 7%  |
|---|-----|--|-----|--|-----|--|-----|
| Heavy and Tractor-Trailer Truck Drivers                     | 64% | Marketing Managers                       | 13% | Computer Systems Analysts                        | 17% | Registered Nurses                                      | 38% |
| Light Truck or Delivery Services Drivers                    | 9%  | Medical and Health Services Managers     | 11% | Computer User Support Specialists                | 15% | Licensed Practical and Licensed Vocational Nurses      | 7%  |
| 1st-Line Superv of Transp & Material-Moving Mach & Veh Oper | 6%  | Sales Managers                           | 10% | Web Developers                                   | 12% | Medical Records and Health Information Technicians     | 5%  |
| Laborers and Freight, Stock, and Material Movers, Hand      | 6%  | General and Operations Managers          | 9%  | Network and Computer Systems Administrators      | 10% | Physical Therapists                                    | 4%  |
| Driver/Sales Workers  | 4%  | Financial Managers, Branch or Department | 9%  | Software Developers, Applications                | 10% | Pharmacy Technicians                                   | 4%  |
| Industrial Truck and Tractor Operators                      | 3%  | Managers, All Other                      | 6%  | Information Technology Project Managers          | 8%  | Occupational Therapists                                | 4%  |
| Cleaners of Vehicles and Equipment                          | 2%  | Food Service Managers                    | 5%  | Computer Programmers                             | 6%  | Nurse Practitioners                                    | 3%  |
| Bus Drivers, School or Special Client                       | 1%  | Human Resources Managers                 | 5%  | Software Quality Assurance Engineers and Testers | 5%  | Speech-Language Pathologists                           | 3%  |

| (7) Installation, Maintenance, and Repair Occupations      | 6%  | (8) Business and Financial Operations Occupations     | 5%  | (9) Production Occupations                           | 5%  | (10) Architecture and Engineering Occupations | 4%  |
|--|-----|---|-----|--|-----|---|-----|
| Maintenance and Repair Workers, General                    | 32% | Accountants   | 17% | 1st-Line Superv of Prod & Oper Workers               | 27% | Industrial Engineers                          | 37% |
| 1st-Line Superv of Mech, Installers, & Repairers           | 13% | Management Analysts                                   | 15% | Helpers--Production Workers                          | 15% | Mechanical Engineers                          | 15% |
| Automotive Specialty Technicians                           | 13% | Market Research Analysts and Marketing Specialists    | 10% | Machinists   | 9%  | Electrical Engineers                          | 9%  |
| Bus and Truck Mechanics and Diesel Engine Specialists      | 10% | Auditors  | 7%  | Welders, Cutters, and Welder Fitters                 | 6%  | Civil Engineers                               | 6%  |
| Heating and Air Conditioning Mechanics and Installers      | 5%  | Loan Officers   | 7%  | Computer-Contr Mach Tool Oper, Metal & Plastic       | 5%  | Industrial Safety and Health Engineers        | 4%  |
| Telecomm Equip Installers & Repairers, Exc Line Installers | 4%  | Human Resources Specialists                           | 6%  | Inspectors, Testers, Sorters, Samplers, and Weighers | 4%  | Industrial Engineering Technicians            | 3%  |
| Industrial Machinery Mechanics                             | 4%  | Purchasing Agents, Exc Wholesale, Retail, & Farm Prod | 5%  | Packaging and Filling Machine Operators and Tenders  | 3%  | Electronics Engineers, Except Computer        | 3%  |
| Automotive Master Mechanics                                | 4%  | Financial Analysts                                    | 5%  | Printing Press Operators                             | 3%  | Aerospace Engineers                           | 3%  |

EDITOR'S NOTE: The information provided in this report is based on Help Wanted OnLine® (HWOL) data provided by The Conference Board. The series is compiled with Wanted Analytics software. Duplicate postings, third-party, staffing agency and anonymous employers are not included. Reports for other areas or months are located at <http://ohiolmi.com/asp/omj/hw.htm>.

This information is a snapshot in time and may not represent long-term trends. Any of this data, including historical reports, may vary slightly over time, as minor revisions are continually made to this live database. Some ads may be in two or more occupation codes and may be counted more than once. This information should be used in conjunction with local labor market information to analyze current occupational demand.

This data has not been seasonally adjusted. Sometimes seasonal adjustment is used to remove fluctuations in unemployment and labor force trends that normally occur with changes in the season. Seasonal variation in employment occurs for natural and institutional reasons, including reduced employment involving outdoor activities during winter, changes in labor force and unemployment levels with opening and closing of schools, and layoffs during the automobile model changeover period. Seasonal variations can also affect the number of online job ads, so over the year it will affect the data in this report.

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