



| (1) Sales and Related Occupations                  | 14% | (2) Computer and Mathematical Occupations        | 12% |
|----------------------------------------------------|-----|--------------------------------------------------|-----|
| Retail Salespersons                                | 21% | Computer Systems Analysts                        | 17% |
| First-Line Supervisors of Retail Sales Workers     | 21% | Web Developers                                   | 14% |
| Sales Reps, Wholesale & Mfg, Exc Tech & Sci Prod   | 11% | Computer User Support Specialists                | 11% |
| Sales Representatives, Services, All Other         | 8%  | Software Developers, Applications                | 10% |
| Insurance Sales Agents                             | 7%  | Network and Computer Systems Administrators      | 10% |
| Sales Reps, Wholesale & Mfg, Tech & Sci Prod       | 7%  | Information Technology Project Managers          | 9%  |
| Sales Agents, Financial Services                   | 6%  | Computer Programmers                             | 7%  |
| First-Line Supervisors of Non-Retail Sales Workers | 6%  | Software Quality Assurance Engineers and Testers | 5%  |

| (3) Office and Administrative Support Occupations   | 11% | (4) Management Occupations                  | 11% | (5) Transportation and Material Moving Occupations          | 9%  | (6) Business and Financial Operations Occupations  | 7%  |
|-----------------------------------------------------|-----|---------------------------------------------|-----|-------------------------------------------------------------|-----|----------------------------------------------------|-----|
| Customer Service Representatives                    | 24% | Marketing Managers                          | 15% | Heavy and Tractor-Trailer Truck Drivers                     | 57% | Management Analysts                                | 18% |
| 1st-Line Superv of Office & Admin Support Workers   | 17% | Sales Managers                              | 11% | Light Truck or Delivery Services Drivers                    | 10% | Accountants                                        | 13% |
| Executive Secretaries & Exec Adm Assistants         | 8%  | Financial Managers, Branch or Department    | 11% | 1st-Line Superv of Transp & Material-Moving Mach & Veh Oper | 9%  | Market Research Analysts and Marketing Specialists | 13% |
| Stock Clerks- Stockroom, Warehouse, or Storage Yard | 7%  | Medical and Health Services Managers        | 11% | Laborers and Freight, Stock, and Material Movers, Hand      | 9%  | Auditors                                           | 9%  |
| Tellers                                             | 5%  | General and Operations Managers             | 8%  | Driver/Sales Workers                                        | 4%  | Loan Officers                                      | 7%  |
| Bookkeeping, Accounting, and Auditing Clerks        | 4%  | Managers, All Other                         | 6%  | Industrial Truck and Tractor Operators                      | 3%  | Business Operations Specialists, All Other         | 5%  |
| Office Clerks, General                              | 4%  | Property, Real Estate, & Community Assn Mgr | 5%  | Packers and Packagers, Hand                                 | 1%  | Human Resources Specialists                        | 4%  |
| Medical Secretaries                                 | 4%  | Food Service Managers                       | 4%  | Cleaners of Vehicles and Equipment                          | 1%  | Financial Analysts                                 | 4%  |

| (7) Healthcare Practitioners and Technical Occupations | 6%  | (8) Installation, Maintenance, and Repair Occupations      | 5%  | (9) Food Preparation and Serving Related Occupations       | 4%  | (10) Architecture and Engineering Occupations | 3%  |
|--------------------------------------------------------|-----|------------------------------------------------------------|-----|------------------------------------------------------------|-----|-----------------------------------------------|-----|
| Registered Nurses                                      | 37% | Maintenance and Repair Workers, General                    | 33% | 1st-Line Superv of Food Prep & Serving Workers             | 36% | Industrial Engineers                          | 33% |
| Licensed Practical and Licensed Vocational Nurses      | 8%  | 1st-Line Superv of Mech, Installers, & Repairers           | 12% | Combined Food Prep & Serving Workers, Incl Fast Food       | 17% | Mechanical Engineers                          | 15% |
| Occupational Therapists                                | 4%  | Automotive Specialty Technicians                           | 11% | Waiters and Waitresses                                     | 12% | Electrical Engineers                          | 12% |
| Physical Therapists                                    | 4%  | Bus and Truck Mechanics and Diesel Engine Specialists      | 10% | Cooks, Restaurant                                          | 10% | Civil Engineers                               | 10% |
| Medical Records and Health Information Technicians     | 4%  | Heating and Air Conditioning Mechanics and Installers      | 7%  | Dishwashers                                                | 4%  | Industrial Safety and Health Engineers        | 5%  |
| Pharmacy Technicians                                   | 4%  | Telecomm Equip Installers & Repairers, Exc Line Installers | 6%  | Hosts and Hostesses, Restaurant, Lounge, and Coffee Shop   | 3%  | Industrial Engineering Technicians            | 4%  |
| Nurse Practitioners                                    | 3%  | Industrial Machinery Mechanics                             | 3%  | Dining Room and Cafeteria Attendants and Bartender Helpers | 3%  | Electronics Engineering Technicians           | 3%  |
| Medical and Clinical Laboratory Technologists          | 3%  | Automotive Master Mechanics                                | 3%  | Bartenders                                                 | 3%  | Electronics Engineers, Except Computer        | 2%  |

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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