



(1) Sales and Related Occupations	13%	(2) Computer and Mathematical Occupations	12%
Retail Salespersons	20%	Computer Systems Analysts	16%
First-Line Supervisors of Retail Sales Workers	18%	Software Developers, Applications	13%
Sales Reps, Wholesale & Mfg, Exc Tech & Sci Prod	11%	Computer User Support Specialists	13%
Sales Representatives, Services, All Other	9%	Web Developers	13%
First-Line Supervisors of Non-Retail Sales Workers	7%	Network and Computer Systems Administrators	10%
Sales Agents, Financial Services	6%	Information Technology Project Managers	7%
Insurance Sales Agents	6%	Computer Programmers	6%
Sales Reps, Wholesale & Mfg, Tech & Sci Prod	5%	Software Quality Assurance Engineers and Testers	5%

(3) Office and Administrative Support Occupations	12%	(4) Management Occupations	10%	(5) Transportation and Material Moving Occupations	9%	(6) Business and Financial Operations Occupations	7%
Customer Service Representatives	22%	Marketing Managers	14%	Heavy and Tractor-Trailer Truck Drivers	52%	Accountants	17%
1st-Line Superv of Office & Admin Support Workers	16%	Medical and Health Services Managers	12%	Laborers and Freight, Stock, and Material Movers, Hand	10%	Management Analysts	17%
Stock Clerks- Stockroom, Warehouse, or Storage Yard	7%	Sales Managers	10%	1st-Line Superv of Transp & Mtl-Moving Mach & Veh Oper	10%	Market Research Analysts and Marketing Specialists	10%
Executive Secretaries and Executive Administrative Assistants	7%	Financial Managers, Branch or Department	9%	Light Truck or Delivery Services Drivers	10%	Auditors	9%
Tellers	6%	General and Operations Managers	8%	Industrial Truck and Tractor Operators	5%	Human Resources Specialists	7%
Bookkeeping, Accounting, and Auditing Clerks	5%	Managers, All Other	7%	Driver/Sales Workers	5%	Business Operations Specialists, All Other	6%
Office Clerks, General	4%	Human Resources Managers	5%	Packers and Packagers, Hand	1%	Loan Officers	6%
Medical Secretaries	4%	Social and Community Service Managers	4%	Cleaners of Vehicles and Equipment	1%	Training and Development Specialists	5%

(7) Healthcare Practitioners and Technical Occupations	7%	(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%	First-Line Supervisors of Food Preparation and Serving Workers	35%	Industrial Engineers	32%
Licensed Practical and Licensed Vocational Nurses	7%	First-Line Supervisors of Mechanics, Installers, and Repairers	16%	Combined Food Prep & Serving Workers, Incl Fast Food	19%	Mechanical Engineers	15%
Medical Records and Health Information Technicians	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	11%
Pharmacy Technicians	4%	Heating and Air Conditioning Mechanics and Installers	6%	Dishwashers	4%	Industrial Safety and Health Engineers	5%
Occupational Therapists	3%	Telecomm Equip Installers & Repairers, Exc Line Installers	4%	Dining Room and Cafeteria Attendants and Bartender Helpers	4%	Electronics Engineering Technicians	3%
Pharmacists	3%	Automotive Body and Related Repairers	3%	Hosts & Hostesses, Restaurant, Lounge, & Coffee Shop	3%	Industrial Engineering Technicians	3%
Speech-Language Pathologists	3%	Industrial Machinery Mechanics	3%	Cooks, Institution and Cafeteria	3%	Environmental Engineers	3%

EDITOR'S NOTE: The information provided in this report is based on Help Wanted OnLine<sup>®</sup> (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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