



<b>(1) Sales and Related Occupations</b>		<b>(2) Transportation and Material Moving Occupations</b>	
Retail Salespersons	20%	Heavy and Tractor-Trailer Truck Drivers	65%
First-Line Supervisors of Retail Sales Workers	18%	Light Truck or Delivery Services Drivers	8%
Sales Reps, Wholesale & Mfg, Exc Tech & Sci Prod	11%	Laborers and Freight, Stock, and Material Movers, Hand	7%
Sales Agents, Financial Services	7%	1st-Line Superv of Transp & Material-Moving Mach & Veh Oper	6%
Sales Representatives, Services, All Other	7%	Driver/Sales Workers	4%
Sales Reps, Wholesale & Mfg, Tech & Sci Prod	7%	Industrial Truck and Tractor Operators	3%
First-Line Supervisors of Non-Retail Sales Workers	6%	Cleaners of Vehicles and Equipment	2%
Insurance Sales Agents	5%	Taxi Drivers and Chauffeurs	1%

<b>(3) Office and Administrative Support Occupations</b>		<b>(4) Management Occupations</b>		<b>(5) Healthcare Practitioners and Technical Occupations</b>		<b>(6) Computer and Mathematical Occupations</b>	
Customer Service Representatives	20%	Marketing Managers	14%	Registered Nurses	38%	Computer Systems Analysts	17%
1st-Line Superv of Office & Admin Support Workers	14%	Medical and Health Services Managers	13%	Licensed Practical and Licensed Vocational Nurses	9%	Computer User Support Specialists	15%
Exec Secretaries & Exec Adm Assts	7%	General and Operations Managers	8%	Physical Therapists	5%	Software Developers, Applications	12%
Tellers	6%	Sales Managers	8%	Occupational Therapists	4%	Network and Computer Systems Administrators	10%
Office Clerks, General	5%	Financial Managers, Branch or Department	8%	Speech-Language Pathologists	4%	Web Developers	10%
Bookkeeping, Accounting, and Auditing Clerks	5%	Managers, All Other	7%	Medical Records and Health Information Technicians	3%	Information Technology Project Managers	7%
Medical Secretaries	5%	Food Service Managers	5%	Pharmacy Technicians	3%	Computer Systems Engineers/Architects	6%
Stock Clerks- Stockroom, Warehouse, or Storage Yard	4%	Human Resources Managers	5%	Pharmacists	3%	Computer Programmers	4%

<b>(7) Business and Financial Operations Occupations</b>		<b>(8) Installation, Maintenance, and Repair Occupations</b>		<b>(9) Food Preparation and Serving Related Occupations</b>		<b>(10) Production Occupations</b>	
Management Analysts	18%	Maintenance & Repair Workers, General	35%	1st-Line Superv of Food Prep & Serving Workers	33%	1st-Line Superv of Prod & Oper Workers	27%
Accountants	15%	1st-Line Superv of Mech, Installers, & Repairers	13%	Combined Food Prep & Serving Workers, Incl Fast Food	18%	Helpers--Production Workers	15%
Market Research Analysts and Marketing Specialists	10%	Bus & Truck Mechanics & Diesel Engine Specialists	10%	Waiters and Waitresses	11%	Machinists	8%
Loan Officers	7%	Automotive Specialty Technicians	9%	Cooks, Restaurant	10%	Welders, Cutters, and Welder Fitters	6%
Auditors	6%	Heating & AC Mechanics and Installers	5%	Food Preparation Workers	6%	Computer-Controlled Machine Tool Operators, Metal and Plastic	4%
Human Resources Specialists	6%	Telecomm Equip Installers & Repairers, Exc Line Installers	5%	Dishwashers	4%	Packaging and Filling Machine Operators and Tenders	4%
Purchasing Agents, Except Wholesale, Retail, and Farm Products	5%	Automotive Master Mechanics	4%	Cooks, Institution and Cafeteria	3%	Inspectors, Testers, Sorters, Samplers, and Weighers	4%
Financial Analysts	5%	Industrial Machinery Mechanics	4%	Hosts & Hostesses, Restaurant, Lounge, & Coffee Shop	3%	Team Assemblers	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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