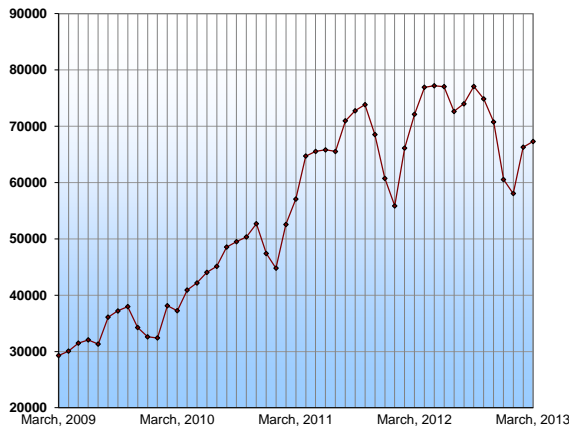


### March Snapshot of Cleveland-Northeast Ohio Area OnLine® Job Postings

More than 67,200 job openings were posted online from February 14, 2013, through March 13, 2013, for Cuyahoga, Ashland, Ashtabula, Columbiana, Erie, Geauga, Huron, Lake, Lorain, Mahoning, Medina, Portage, Richland, Stark, Summit, Trumbull, Tuscarawas and Wayne counties, according to data from The Conference Board, a global, not-for-profit independent business and research association. This was an increase of 1,017 ads from the previous reporting period. Compared to the same time period a year ago, this reflects a decrease of 4,822 ads. This report, and reports for other Ohio regions, can be found [here](#) and at [www.ohiomeansjobs.com](http://www.ohiomeansjobs.com).

Help Wanted OnLine® Job Ads in Area



Salary and Education Ranges for OnLine® Job Ads

As of March 13, 2013

Salary Range for All Available Ads	Total Ads
Entry Level Jobs (less than \$30K)	31.8%
Middle Income Jobs (\$30K-\$49K)	25.3%
Upper Middle Income Jobs (\$50K-\$79K)	25.9%
High Income Jobs (\$80K-\$99K)	10.5%
Six Figure Jobs (\$100K+)	6.5%

Education Range for All Available Ads	Total Ads
Less than High School	15.2%
High School Diploma or equivalent	38.8%
Less than 4 year Degree, but more than High School	15.1%
4 Year Degree	24.4%
More than 4 year Degree	6.5%

Certifications in Demand

RN-Cert Registered Nurse	5,984	ACLS-Adv Cardiac Life Support	1,596
CDL-Comm'l Driver's Lisc	3,631	CPA-Cert Public Accountant	937
BLS-Basic Life Support	2,510	CLTC-Cert Long Term Care	921
CPR-Cert Cardiopulmonary Resuscitation	2,279	PALS-Pediatric Adv Life Support	907
LPN-Lisc Prac Nurse	1,635	OSHA-Occu Sfty&Hlth Admin Cert	832

Employers with the Most Area Job Ads

From February 14, 2013, to March 13, 2013

Total Employer Ads	59,352
Cleveland Clinic	1,914
IBM	865
University Hospitals	368
Lowe's	260
Mercy Regional Medical Center	249
CVS Caremark	244
Home Depot	243
Kent State University	242
Community Health Systems Inc	221
PNC Financial Services	213
Fresenius Medical Care	198
Edward Jones	160
Kindred Healthcare	159
Brookdale Senior Living	156
Barr-nunn	153
AT&T	149
KeyCorp	148
Marriott	141
Deloitte	134
Macy's	134
Sherwin-Williams	133
Huntington National Bank	133
Allstate	133
Red Lobster	131
Dick's Sporting Goods, Inc.	127
Goodyear	122
Southwest General Health Center	120
Akron Children's Hospital	119
Olive Garden	112
Department of Veterans Affairs	105
Parker Hannifin Corp	97
Servicemaster	97
Progressive Insurance	95
Eaton Corporation	92
Sears Holdings Corporation	91
Avery Dennison Corporation	90
U.S. Bancorp	88
FirstEnergy	87

Top Occupations Found in Area Job Ads

From February 14, 2013, to March 13, 2013

Total Ads	59,352
Registered Nurses	2,425
Heavy and Tractor-Trailer Truck Drivers	2,302
Retail Salespersons	1,726
Customer Service Representatives	1,346
First-Line Supervisors of Retail Sales Workers	1,238
First-Line Supervisors of Food Preparation and Serving Workers	1,114
Sales Reps, Wholesale & Mfg, Exc Tech & Sci Prod	998
Maintenance and Repair Workers, General	934
First-Line Supervisors of Office and Administrative Support Workers	927
First-Line Supervisors of Production and Operating Workers	765
Computer Systems Analysts	693
Medical and Health Services Managers	635
Marketing Managers	609
Computer User Support Specialists	590
Sales Agents, Financial Services	563
Insurance Sales Agents	561
Sales Representatives, Services, All Other	549
Medical Secretaries	541
Executive Secretaries and Executive Administrative Assistants	532
Sales Reps, Wholesale & Mfg, Tech & Sci Prod	504
Web Developers	495
Combined Food Preparation and Serving Workers, Including Fast Food	490
Accountants	470
Management Analysts	463
Cooks, Restaurant	456
Helpers--Production Workers	449
Software Developers, Applications	436
Light Truck or Delivery Services Drivers	421
Sales Managers	416
Office Clerks, General	408
First-Line Supervisors of Non-Retail Sales Workers	405
Network and Computer Systems Administrators	391
Licensed Practical and Licensed Vocational Nurses	384
Bookkeeping, Accounting, and Auditing Clerks	370
Machinists	367
Telemarketers	364
Waiters and Waitresses	362
General and Operations Managers	358

EDITOR'S NOTE: The graphs and tables are from The Conference Board Help Wanted OnLine® (HWOL) data series, which are compiled with Wanted Analytics software. Third-party, staffing agencies and anonymous employers are not included.

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. An ad may appear in two counties but may only be counted once at a higher geographic level. This information should be used in conjunction with local labor market information to analyze current occupational demand.

This data has not been seasonally adjusted. 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 less 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.

The Conference Board is a global, not-for-profit independent business membership and research association working in the public interest. Wanted Analytics is a leading supplier of real-time sales and business intelligence solutions for the media, classified and recruitment industries. It aggregates real-time data from thousands of online job sites, real estate and newspaper sites, as well as corporate websites on a daily basis.