



**INDIANA ECONOMIC GROWTH REGION 4** (Benton, Carroll, Cass, Clinton, Fountain, Howard, Miami, Montgomery, Tippecanoe, Tipton, Warren, and White Counties)

| Current Occupation <sup>1</sup>   | 2011 OES Annual Entry Wage | Next Step Occupation <sup>2</sup>                          | Education/ Training               | 2011 OES Annual Entry Wage | Next Step Occupation <sup>3</sup>  | Education/ Training | 2011 OES Annual Entry Wage | 2011 OES Annual Experienced Wage |
|---|----------------------------|--|-----------------------------------|----------------------------|--|---------------------|----------------------------|----------------------------------|
| Bill and Account Collectors   | \$21,134                   | Lodging Managers   | Postsecondary vocational training | \$31,438                   | Administrative Services Managers   | Bachelor's degree   | \$36,686                   | \$87,754                         |
| Cashiers  | \$17,059                   | Medical Secretaries  | Postsecondary vocational training | \$22,102                   | Graphic Designers  | Bachelor's degree   | \$26,603                   | \$38,777                         |
| Child Care Workers  | \$16,858                   | Preschool Teachers, Except Special Education               | Postsecondary vocational training | \$19,451                   | Kindergarten Teachers, Except Special Education                            | Bachelor's degree   | \$35,479                   | \$53,256                         |
| <b>Customer Service Representatives<sup>6</sup></b>                         | \$19,232                   | Loan Interviewers and Clerks                               | Postsecondary Vocational training | \$24,019                   | Financial Specialists, All Other   | Bachelor's degree   | \$39,517                   | \$68,189                         |
| Data Entry Keyers   | \$20,650                   | Computer Operators   | Postsecondary vocational training | \$26,368                   | Database Administrators  | Bachelor's degree   | \$37,875                   | \$71,729                         |
| Demonstrators and Product Promoters   | \$17,611                   | Sales Representatives, Wholesale and Manufacturing, Except | Postsecondary vocational training | \$28,321                   | Public Relations Managers  | Bachelor's degree   | \$47,939                   | \$87,489                         |
| <b>Dispatchers, Except Police, Fire, and Ambulance<sup>6</sup></b>          | \$17,861                   | Procurement Clerks   | Postsecondary vocational training | \$31,246                   | <b>Financial Analysts<sup>6</sup></b>                                      | Bachelor's degree   | \$45,824                   | \$107,816                        |
| Funeral Attendants  | \$18,078                   | Social and Human Service Assistants                        | Postsecondary vocational training | \$20,583                   | Special Education Teachers, Preschool, Kindergarten, and Elementary School | Bachelor's degree   | \$31,591                   | \$54,246                         |
| Helpers--Brickmasons, Blockmasons, Stonemasons, and Tile and Marble Setters | \$23,919                   | Surveying and Mapping Technicians                          | Postsecondary vocational training | \$25,384                   | Surveyors  | Bachelor's degree   | \$26,252                   | \$55,400                         |
| Home Health Aides   | \$16,908                   | Rehabilitation Counselors                                  | Postsecondary vocational training | \$23,079                   | Medical and Public Health Social Workers                                   | Bachelor's degree   | \$31,259                   | \$51,570                         |
| Hotel, Motel, and Resort Desk Clerks  | \$17,029                   | Human Resources Assistants, Except Payroll and Timekeeping | Postsecondary vocational training | \$24,758                   | Compensation, Benefits, and Job Analysis Specialists                       | Bachelor's degree   | \$36,570                   | \$58,836                         |
| Library Assistants, Clerical  | \$16,711                   | Preschool Teachers, Except Special Education               | Postsecondary vocational training | \$19,451                   | Elementary School Teachers, Except Special Education                       | Bachelor's degree   | \$32,566                   | \$54,554                         |
| Nursing Aides, Orderlies, and Attendants                                    | \$18,955                   | Medical Assistants   | Postsecondary vocational training | \$21,120                   | Special Education Teachers, Secondary School                               | Bachelor's degree   | \$37,826                   | \$54,395                         |

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|--|----------------------------|---|-----------------------------------|----------------------------|---|---------------------|----------------------------|----------------------------------|
| Office Clerks, General                                     | \$16,954                   | Paralegals and Legal Assistants                                     | Associate degree                  | \$28,009                   | Credit Analysts   | Bachelor's degree   | \$46,138                   | \$72,752                         |
| Office Machine Operators, Except Computer                  | \$17,182                   | Appraisers and Assessors of Real Estate                             | Postsecondary vocational training | \$18,875                   | Cost Estimators   | Bachelor's degree   | \$34,783                   | \$68,488                         |
| Order Clerks   | \$17,894                   | Real Estate Sales Agents  | Postsecondary vocational training | \$20,163                   | Social and Community Service Managers                           | Bachelor's degree   | \$36,901                   | \$63,104                         |
| Outdoor Power Equipment and Other Small Engine Mechanics   | \$22,777                   | Electrical and Electronic Engineering Technicians                   | Associate degree                  | \$39,386                   | <b>Industrial Engineers<sup>G</sup></b>                         | Bachelor's degree   | \$54,089                   | \$84,904                         |
| Personal and Home Care Aides                               | \$16,788                   | Self-Enrichment Education Teachers                                  | Postsecondary vocational training | \$22,383                   | Secondary School Teachers, Except Special and                   | Bachelor's degree   | \$36,372                   | \$55,625                         |
| Receptionists and Information Clerks                       | \$17,598                   | Drafters, Engineering, and Mapping Technicians                      | Associate degree                  | \$36,209                   | <b>Civil Engineers<sup>G</sup></b>                              | Bachelor's degree   | \$49,982                   | \$79,246                         |
| Retail Salespersons  | \$17,023                   | Advertising Sales Agents  | Postsecondary vocational training | \$23,594                   | Market Research Analysts and Marketing Specialists              | Bachelor's degree   | \$33,545*                  | \$66,865                         |
| Secretaries, except Legal, Medical, and Executive          | \$22,258                   | Executive Secretaries and Administrative Assistants                 | Postsecondary vocational training | \$29,704                   | Management Analysts   | Bachelor's degree   | \$47,486                   | \$120,177                        |
| Service Station Attendants                                 | \$16,829                   | <b>Automotive Service Technicians and Mechanics<sup>G</sup></b>     | Postsecondary vocational training | \$21,538                   | <b>Sales Engineers<sup>G</sup></b>                              | Bachelor's degree   | \$50,597                   | \$82,000                         |
| <b>Shipping, Receiving, and Traffic Clerks<sup>G</sup></b> | \$20,535                   | Computer Support Specialists  | Postsecondary vocational training | \$23,519                   | Computer Software Engineers, Applications                       | Bachelor's degree   | \$57,556                   | \$94,578                         |
| Telemarketers  | \$16,533                   | First-Line Supervisors of Office and Administrative Support Workers | Postsecondary vocational training | \$30,488*                  | <b>Social and Community Service Managers<sup>G</sup></b>        | Bachelor's degree   | \$36,901                   | \$63,104                         |
| Tellers  | \$20,078                   | Bookkeeping, Accounting, and Auditing Clerks                        | Postsecondary vocational training | \$21,891                   | Accountants and Auditors  | Bachelor's degree   | \$36,444                   | \$80,505                         |
| Veterinary Assistants and Laboratory Animal Caretakers     | \$16,914                   | Preschool Teachers, Except Special Education                        | Postsecondary vocational training | \$19,451                   | Middle School Teachers, Except Special and Vocational Education | Bachelor's degree   | \$37,146                   | \$55,740                         |

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|--|----------------------------|-----------------------------------|-----------------------------------|----------------------------|---|---------------------|----------------------------|----------------------------------|
| Weighers, Measurers, Checkers, and Samplers, Recordkeeping | \$20,967                   | Legal Secretaries                 | Postsecondary vocational training | \$23,683                   | Network and Computer Systems Administrators | Bachelor's degree   | \$44,302                   | \$69,131                         |

\* Wage data from the Indiana 2011 Occupational Employment and Wage Estimates.

>Notes: Current occupations usually require a high school diploma or a General Equivalency Degree.

>Next Step Occupations<sup>2</sup> usually require an Associate Degree or PostSecondary Training.

>Next Step Occupations<sup>3</sup> are occupations that are on the Hoosier Hot 50 or High Wage High Demand list for the State of Indiana. These occupations usually require a Bachelor's Degree.

>Next Step Occupations are intended as examples, based on overlapping skills sets. Resource: Economic Modeling Specialists, Inc. (EMSI)

>Occupations printed in **green**<sup>6</sup> have been designated 'Green Jobs' by O\*Net OnLine, created for the U.S. Dept. of Labor, ETA, by the Naational Center for O\*Net Development.

>Wages shown are taken from the EGR 4's 2011 Occupational Employment Statistics report.

Research has highlighted the increasing importance of skills, basic and otherwise. Employees develop skills through a variety of ways including past work experiences, job training, and higher education. Learning new skills will help you to further your career or find a new job in a different field. The information presented here will assist individuals in career discovery and preparation, planning for a career change, or offering guidance in career development.

WorkOne websites:

[www.in.gov/dwd](http://www.in.gov/dwd)

[www.hoosierdata.in.gov](http://www.hoosierdata.in.gov)

[www.indianacareerconnect.com](http://www.indianacareerconnect.com)

### **Other LMI Publications on our Web Site**

Career Guides

High Wage/High Demand Occupations

Hoosier Hot Jobs

Job Postings and Starting Wages Report

Up-One-Level Reports

Employment Opportunities

If you have questions or would like additional information, please contact Regional Analyst Deani Purvis at (765) 459-0571 ext. 3036.