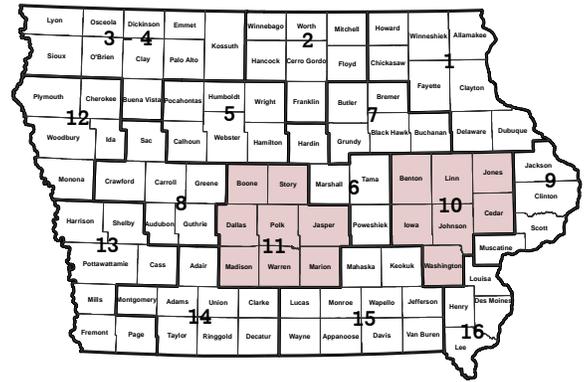


REGIONS 10, 11

HOT JOBS



HIGH-DEMAND, HIGH-SALARY OCCUPATIONS

REGION 10

Occupational Title	Employment ^[1]			\$ ^[2]		Career Preparation ^[3]			Top Skills ^[4]								
	2012 Est	2022 Proj	Annual Growth Rate (%)	2014 Mean Wage	2014 Mean Salary	Educ	Work Exp	Job Training	(L-R in order of significance)								
Diagnostic Medical Sonographers	130	195	5.0	29.18	60,685	AS	N	N	B9	B2	B7	SO6	B3	B6	B8	R4	
Family & General Practitioners	340	395	1.6	97.36	202,499	DP	N	I	B2	B3	B9	B8	SO6				
Dentists, General	225	265	2.0	86.13	179,158	DP	N	N	B3	SY1	B2	B6	SO6	B9			
Computer & Information Systems Mgrs	570	665	1.7	56.53	117,577	BA	> 5	N	B7	B2	B3	C1	B6	B10			
Financial Mgrs	1,035	1,190	1.5	56.21	116,916	BA	> 5	N	C1	B3	B2	B7	SY1	B9	B10		
Pharmacists	685	800	1.7	49.51	102,985	DP	N	N	B2	B7	B1	B3	B9				
Physician Assistants	170	225	3.2	44.17	91,871	M	N	N	B2	B3	B9	B7	SY1	B6	SO6		
Personal Financial Advisors	195	260	3.3	43.99	91,503	BA	N	N	B3	B9	B7	SY1	B10				
Nurse Practitioners	230	295	2.8	42.13	87,630	M	N	N	B2	B7	B8	B9	B3	B6	SO6		
Management Analysts	740	885	2.0	42.11	87,599	BA	< 5	N	B2	B7	B9	B3	C1				
Civil Engineers	370	450	2.2	39.98	83,164	BA	N	N	C1	B3	SY1	B5	T6	B7			
Medical & Health Services Mgrs	1,020	1,210	1.9	38.23	79,515	BA	N	N	B7	B9	B2	B3	SY1				
Physical Therapists	325	430	3.2	37.41	77,822	DP	N	N	B2	B9	B7	B3	SO6	R4			
Computer Systems Analysts	625	785	2.6	36.84	76,619	BA	N	N	B3	B2	B7	B9	SY2				
Occupational Therapists	195	255	3.1	36.67	76,267	M	N	N	B2	B7	B9	B3	SO5	SO6			
Construction Mgrs	395	480	2.2	36.15	75,198	BA	N	M	R4	B2	B3	R3	B9				
Loan Officers	545	655	2.0	34.88	72,545	BA	N	M	B9	B2	SY1	B7	B3				
Operations Research Analysts	240	280	1.7	33.89	70,493	BA	N	N	B3	B5	C1	B7	SY1	SY2	SY3		
Speech-Language Pathologists	245	300	2.2	33.59	69,869	M	N	N	B2	SO6	B9	B3	B7	B10			
Dental Hygienists	365	480	3.2	33.33	69,327	AS	N	N	B2	B9	B3	B7	SO6				
Actuaries	110	160	4.5	31.85	66,250	BA	N	L	B5	B3	SY1	C1	B7				
Accountants & Auditors	2,055	2,390	1.6	28.72	59,738	BA	N	N	B2	B5	B7	B10	B9				
First-Line Supvs of Const Trades/Extract Wkrs	770	955	2.4	28.70	59,695	HS	> 5	N	B2	SO1	B3	B9	R4				
Registered Nurses	6,070	7,090	1.7	27.56	57,320	AS	N	N	SO6	B2	SO1	B9	B3	B7	SO5		
Cost Estimators	340	410	2.1	27.54	57,280	BA	N	N	B5	B3	B9	B2	SY1				
Training & Development Specialists	440	515	1.7	27.37	56,931	BA	< 5	N	B9	SO2	B4	B7	B2				
Claims Adjusters, Examiners, & Investigators	355	415	1.7	26.54	55,205	HS	N	L	B7	B10	B2	B3	B9				
Insurance Sales Agents	765	960	2.5	26.47	55,050	HS	N	M	B2	B7	B9	B10	B3	SO4	R4		
Social & Community Service Mgrs	400	490	2.3	26.16	54,420	BA	> 5	N	B2	B9	R4	SO1	B3	SY1	R3	SO6	
Electricians	1,345	1,645	2.2	25.44	52,909	HS	N	A	T11	T9	B2	B3	T5	T8			
Sheet Metal Wkrs	310	375	2.1	25.09	52,190	HS	N	A	B3	SY1	R4	B5	B2	SO1	B6	B7	B9
Heat/A C/Refrig Mechanics & Installers	415	515	2.4	25.02	52,036	PS	N	L	T3	T11	T9	T1	T5				
Structural Iron & Steel Wkrs	155	190	2.3	24.58	51,133	HS	N	A	T4	T5	SO1	B3	SY1	B6	B7	B9	
Market Research Analysts & Mktg Specialists	620	830	3.5	24.53	51,014	BA	N	N	B7	B2	C1	B3	SY1	B9	B10		
First-Line Supvs of Trans/Mat-Moving Mach Operators	385	450	1.7	24.42	50,787	HS	< 5	N	B2	R3	B9	B3	R4				
Plumbers, Pipefitters, & Steamfitters	1,160	1,450	2.5	24.38	50,706	HS	N	A	SO1	R4	B3	T5	B2	SY1	B6	B9	
Respiratory Therapists	240	280	1.7	24.04	49,997	AS	N	N	B2	B3	B6	B9	B1	SO5	SO6		
Property, Real Estate, & Community Association Mgrs	425	500	1.8	23.93	49,769	HS	< 5	N	B9	B2	SO3	SO1	B7				
Physical Therapist Assistants	165	235	4.2	23.56	49,006	AS	N	N	B9	B2	SO6	B6	SO1	B3	B7	B10	
Brickmasons & Blockmasons	275	365	3.3	23.39	48,653	HS	N	A	B3	B6	SO1	T8	R4				
Industrial Machinery Mechanics	835	1,050	2.6	23.18	48,213	HS	N	L	T9	T1	T5	T11	T8				
Radiologic Technologists	370	430	1.6	23.14	48,126	AS	N	N	B9	B2	T4	SO5	SO1	B6	T5	SO6	
Healthcare Social Wkrs	245	290	2.0	22.87	47,562	M	N	N	B2	SO6	B9	SO5	B7				
Comp Numeric Control Mach Tool Programmers	200	230	1.5	22.48	46,760	HS	N	L	T7	C1	B6	T5	B3				
Medical & Clinical Laboratory Technicians	265	325	2.3	22.47	46,732	AS	N	N	B2	B3	B7	B8	T5	B9			
Inspectors, Testers, Sorters, Samplers, & Weighers	660	765	1.6	22.40	46,592	HS	N	M	B3	B2	B9	B7	B6	T5			
Computer User Support Specialists	735	910	2.4	21.85	45,453	SC	N	M	B2	B9	B7	B3	B10				
Heavy & Tractor-Trailer Truck Drivers	11,160	13,980	2.5	20.78	43,223	PS	N	S	T4	T5	B6	B2	B3	T8			
Operating Engineers & Other Const Equip Operators	690	805	1.7	20.77	43,201	HS	N	M	T4	T5	B2	B6	B9				
First-Line Supvs of Helpers/Laborers/Mat Movers, Hand	235	270	1.5	20.56	42,771	HS	< 5	N	B2	B3	B9	SO1	R3				

REGION 11

Occupational Title	Employment ^[1]			(\$) ^[3]		Career Preparation ^[4]			Top Skills ^[6]						
	2012 Est	2022 Proj	Annual Growth Rate (%)	2014 Mean Wage	2014 Mean Salary	Educ	Work Exp	Job Training	(L-R in order of significance)						
Optometrists	165	205	2.4	69.92	145,441	DP	N	N	B8	B2	B3	B9	SO1	B7	SO5
Marketing Mgrs	695	840	2.1	64.14	133,410	BA	> 5	N	B2	SO4	SO6	B9			
Sales Mgrs	970	1,135	1.7	56.56	117,653	BA	< 5	N	B9	B2	SO6	SO4	SO1	B3	B6
Financial Mgrs	2,635	3,185	2.1	56.48	117,468	BA	> 5	N	C1	B3	B2	B7	SY1	B9	B10
Computer & Information Systems Mgrs	1,185	1,490	2.6	55.04	114,479	BA	> 5	N	B7	B2	B3	C1	B6	B10	
Education Administrators, Postsecondary	700	810	1.6	52.55	109,308	MA	> 5	N	B2	B3	B7	B9	SY1	B6	B10
Human Resources Mgrs	355	455	2.7	50.67	105,403	BA	> 5	N	B2	R3	SO6	B9	SO1	B3	B7
Computer Network Architects	490	595	2.0	49.50	102,959	BA	> 5	N	B2	T6	SY2	B1	C1		
General & Operations Mgrs	5,530	6,570	1.9	48.45	100,770	BA	< 5	N	B2	B7	B9	B3	B6		
Software Developers, Systems Software	765	985	2.9	47.57	98,955	BA	N	N	B3	B2	T7	B7	C1		
Business Teachers, Postsecondary	465	540	1.6	45.66	94,966	DP	N	N	B9	B7	B10	SO2	B2	B3	B4
Pharmacists	1,000	1,170	1.8	45.08	93,767	DP	N	N	B2	B7	B1	B3	B9		
Physician Assistants	200	270	3.5	44.71	92,989	MA	N	N	B2	B3	B9	B7	SY1	B6	SO6
Actuaries	330	465	4.1	44.33	92,214	BA	N	L	B5	B3	SY1	C1	B7		
Public Relations & Fundraising Mgrs	200	240	1.8	43.84	91,186	BA	> 5	N	B9	B2	B7	SO6	B10		
Nurse Practitioners	320	430	3.4	42.98	89,393	MA	N	N	B2	B7	B8	B9	B3	B6	SO6
Biological Science Teachers, Postsecondary	275	330	2.0	42.94	89,316	DP	N	N	B9	B4	B7	B10	B2	SO2	B8
Health Specialties Teachers, Postsecondary	545	750	3.7	42.23	87,846	DP	< 5	N	B7	B9	SO2	B3	B2	C1	B4
Database Administrators	410	520	2.7	40.06	83,322	BA	< 5	N	C1	B3	B6	B1	B2	B7	
Medical & Health Services Mgrs	1,220	1,515	2.4	39.72	82,610	BA	N	N	B7	B9	B2	B3	SY1		
Securities/Commodities/Fin Svcs Sales Agents	1,380	1,685	2.2	39.31	81,767	BA	N	M	B9	B2	B3	SO4	B7	SY2	
Administrative Services Mgrs	910	1,070	1.8	38.53	80,152	BA	< 5	N	B9	B2	SO1	B7	R4	B10	
Financial Analysts	1,285	1,555	2.1	37.58	78,162	BA	N	N	B3	B7	B10	B2	C1		
Personal Financial Advisors	735	995	3.5	37.46	77,909	BA	N	N	B3	B9	B7	SY1	B10		
Computer Systems Analysts	3,245	4,395	3.5	37.28	77,543	BA	N	N	B3	B2	B7	B9	SY2		
Software Developers, Applications	2,790	3,605	2.9	37.01	76,985	BA	N	N	C1	T7	SY2	SY1	SY3		
Occupational Therapists	315	425	3.5	36.53	75,980	MA	N	N	B2	B7	B9	B3	SO5	SO6	
Physical Therapists	460	610	3.3	36.51	75,941	DP	N	N	B2	B9	B7	B3	SO6	R4	
Civil Engineers	885	1,070	2.1	36.38	75,662	BA	N	N	C1	B3	SY1	B5	T6	B7	
Management Analysts	2,135	2,605	2.2	35.72	74,294	BA	< 5	N	B2	B7	B9	B3	C1		
Operations Research Analysts	225	305	3.6	35.41	73,661	BA	N	N	B3	B5	C1	B7	SY1	SY2	SY3
Credit Analysts	825	1,020	2.4	34.91	72,613	BA	N	N	B3	B1	B2	SY1	B7	B9	
Construction Mgrs	860	1,085	2.6	34.26	71,270	BA	N	M	R4	B2	B3	R3	B9		
Information Security Analysts	235	340	4.3	33.72	70,128	BA	< 5	N	B7	B3	C1	B9	B2	B10	
Dental Hygienists	555	715	2.9	33.50	69,685	AS	N	N	B2	B9	B3	B7	SO6		
Network & Computer Systems Administrators	1,410	1,695	2.1	33.30	69,267	BA	N	N	B3	B7	SY2	C1	SY1	B6	SY3
Architects, Ex L&scape & Naval	355	425	2.0	32.78	68,183	BA	N	I	B2	B3	C1	B9	SY1	B7	
Speech-Language Pathologists	275	360	3.1	32.74	68,104	MA	N	N	B2	SO6	B9	B3	B7	B10	
Accountants & Auditors	3,960	4,685	1.8	32.18	66,941	BA	N	N	B2	B5	B7	B10	B9		
Public Relations Specialists	1,090	1,280	1.7	31.77	66,084	BA	N	N	B9	B2	B3	B7	B10		
Food Scientists & Technologists	185	220	1.9	30.74	63,938	BA	N	N	B2	B7	B10	B1	B3	B9	
Web Developers	440	550	2.5	30.50	63,444	AS	N	N	T7	B3	T6	B2	C1	B7	
Logisticians	315	405	2.9	30.20	62,816	BA	N	N	B3	B2	C1	B6	B7		
Loan Officers	1,725	2,175	2.6	30.08	62,567	BA	N	M	B9	B2	SY1	B7	B3		
Wholesale/Retail Buyers, Ex Farm Products	335	390	1.6	29.88	62,148	HS	N	L	B2	SO3	SO4	B9	B3		
Diagnostic Medical Sonographers	270	400	4.8	29.69	61,758	AS	N	N	B9	B2	B7	SO6	B3	B6	B8
Market Research Analysts/Mktg Specialists	1,515	2,100	3.9	29.06	60,453	BA	N	N	B7	B2	C1	B3	SY1	B9	B10
Social & Community Service Mgrs	735	905	2.3	28.58	59,450	BA	> 5	N	B2	B9	R4	SO1	B3	SY1	R3
Cost Estimators	485	600	2.4	28.45	59,173	BA	N	N	B5	B3	B9	B2	SY1		
Training & Development Specialists	1,020	1,205	1.8	27.55	57,309	BA	< 5	N	B9	SO2	B4	B7	B2		

Legend/Methodology/Selection Criteria:

Occupations were selected based on their annual growth rate and mean annual salary (residual or undefined occupations were not included). To be considered a high demand, high salary occupation required that occupations achieve a higher annual growth rate than Region 10's 1.4% average (or Region 11's 1.5%.) and also have a higher salary than Region 10's mean midpoint of \$42,609 (or Region 11's \$43,203. From this process, the top occupations became the **Hot Jobs**.

[1] **Employment** includes: **Estimated** = Estimation of labor force by occupation (rounded); **Projected** = Projection of future labor force by occupation (rounded); and **Annual Growth Rate (%)** = Ten year growth rate (not shown) divided by ten.

[2] **Mean (Average) Wage & Salary (\$)** = dividing the estimated total pay for an occupation by its weighted employment. Pay provided in wage (hourly) and salary (annual) formats; Missing pay data may be derived from calculation or proration of reported wage/salary data if available (i.e., legislator pay based on 4-months service, education and coaching pay based on 12-months service); Occupations with limited or no compensation data (which inhibits either wage or salary calculated derivations) are subsequently omitted from any methodological calculations.

[3] **Career Preparation** determined by the U.S. Department of Labor's Bureau of Labor Statistics (BLS). Alternative employment pathways may exist as well as differing educational, training, or licensing requirements per state. Iowa requirements are used in this publication when available. Career Preparation areas/levels include:

Education (typical education level needed to enter an occupation): DP = Doctoral or Professional degree; MA = Master's degree; BA = Bachelor's degree; AS = Associate's degree; PS = Postsecondary non-degree award; SC = Some college, no degree; HS = High school diploma or equivalent; < HS = Less than high school; **Work Experience** (typical work experience level commonly considered necessary for entry into an occupation, or substitutable for formal types of training): > 5 = 5 years or more; < 5 = Less than 5 years; N = None; and **Job Training** (typical on-the-job training level needed to attain occupational competency): I = Internship/residency; A = Apprenticeship; L = Long-term on-the-job training; M = Moderate-term on-the-job training; S = Short-term on-the-job training; None = N.

[4] **Top Skills** refers to the top five (or more if tied) most important skills for a particular occupation as identified by sampled workers' questionnaire responses conducted by occupational analysts of the U.S. Department of Labor's Occupational Information Network (O*NET). These include: **Basic Skills:** B1 = Active Learning; B2 = Active Listening; B3 = Critical Thinking; B4 = Learning Strategies; B5 = Mathematics; B6 = Monitoring; B7 = Reading Comprehension; B8 = Science; B9 = Speaking; B10 = Writing; **Complex Problem Solving Skills:** C1 = Complex Problem Solving; **Resource Management Skills:** R1 = Management of Financial Resources; R2 = Management of Material Resources; R3 = Management of Personnel Resources; R4 = Time Management; **Social Skills:** SO1 = Coordination; SO2 = Instructing; SO3 = Negotiation; SO4 = Persuasion; SO5 = Service Orientation; SO6 = Social Perceptiveness; **Systems Skills:** SY1 = Judgment and Decision Making; SY2 = Systems Analysis; SY3 = Systems Evaluation; and **Technical Skills:** T1 = Equipment Maintenance; T2 = Equipment Selection; T3 = Installation; T4 = Operation and Control; T5 = Operation Monitoring; T6 = Operations Analysis; T7 = Programming; T8 = Quality Control Analysis; T9 = Repairing; T10 = Technology Design; T11 = Troubleshooting. N.A. = Not Available.

Sources:

Education/Work Experience/Job Training: Bureau of Labor Statistics, U.S. Department of Labor; **Employment:** 2012-2022 Occupational Projections estimates based on 2012 annual industry employment data and 2013 2nd quarter occupational staffing pattern data, Labor Market and Workforce Information Division, Iowa Workforce Development; **Skills:** Occupational Information Network (O*NET), Employment and Training Administration, U.S. Department of Labor; **Wages:** 2014 Iowa Wage Survey estimates (based on 2013 2nd quarter occupational wage data updated to 2014 2nd quarter using Employment Cost Index), Labor Market and Workforce Information Division, Iowa Workforce Development.

This publication was produced by the Labor Market and Workforce Information Division of Iowa Workforce Development. Revisions and/or corrections made when necessary. Inquiries may be directed to Brent Paulson at 515.281.3439 or Brent.Paulson@iwd.iowa.gov. Visit <http://iwin.iowaworkforce.org/> to obtain the latest workforce data and trends including this document under the **Publications** tab. Published 10/2014.