

# CAREER PATHS IN TRANSPORTATION

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

Logistician  
\$40.06

Transportation, Storage & Distribution Manager  
\$48.56

## 1-2 YEAR COLLEGE DEGREE

Automobiles Service Technician & Mechanic  
\$24.23

Bus & Truck Mechanic & Diesel Engine Specialist  
\$30.19

Public Safety Telecommunicator  
\$30.82

## LESS THAN 2 MONTHS CREDENTIAL/LICENSURE

Bus Driver Transit & Intercity  
\$23.05

Heavy & Tractor Trailer Truck Driver  
\$25.82

## HIGH SCHOOL DIPLOMA OR GED AND/OR EXPERIENCE/ ON-THE-JOB TRAINING

Cargo & Freight Agent  
\$24.57

Laborer & Freight, Stock & Material Mover  
\$19.46

First-Line Transportation and Material-Moving Workers Supervisor  
\$32.04

Light Truck or Delivery Service Driver  
\$24.20

Industrial Truck or Tractor Operator  
\$23.82

## WHY CHOOSE A CAREER IN TRANSPORTATION?

Transportation is an essential industry. The transport and logistics industry is one that cannot be replaced by technology, and in fact may even be enriched by it — all forms of technology must be produced and transported, and you could be the person behind that. There are abundant opportunities. Earn a great income!

These jobs are in demand in Minnesota and these are Minnesota median wages. Data collected from Department of Employment and Economic Development.

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View career information for Transportation occupations:  
[www.careeronestop.org/sitesearch.aspx?keyword=transportation](http://www.careeronestop.org/sitesearch.aspx?keyword=transportation)

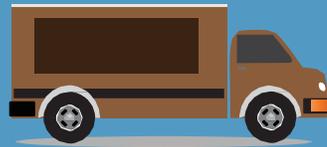
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# CAREER PATHS IN TRANSPORTATION

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

**LOGISTICIAN \$40.06** Analyze and coordinate the logistical functions of a firm or organization. Responsible for the entire life cycle of a product, including acquisition, distribution, internal allocation, delivery, and final disposal of resources.

**TRANSPORTATION, STORAGE, & DISTRIBUTION MANAGER \$48.56** Plan, direct or coordinate transportation, storage or distribution activities in accordance with organizational policies and applicable government laws or regulations. Includes logistics managers.



## LESS THAN 2 MONTHS CREDENTIAL/LICENSURE

**BUS DRIVER TRANSIT & INTERCITY \$23.05** Drive bus or motor coach, including regular route operations, charters, and private carriage. May assist passengers with baggage. May collect fares or tickets.

**HEAVY & TRACTOR TRAILER TRUCK DRIVER \$25.82** Drive a tractor-trailer combination or a truck with a capacity of at least 26,000 pounds Gross Vehicle Weight (GVW). May be required to unload truck. Requires commercial driver's license.

## 1-2 YEAR COLLEGE DEGREE

**AUTOMOBILE SERVICE TECH/MECHANIC \$24.23** Diagnose, adjust, repair or overhaul automotive vehicles.

**BUS & TRUCK MECHANIC & DIESEL ENGINE SPECIALIST \$30.19** Diagnose, adjust, repair or overhaul buses and trucks or maintain and repair any type of diesel engines. Includes mechanics working primarily with automobile or marine diesel engines.

**Public Safety Telecommunicator \$30.82** Operate radio, telephone or computer equipment at emergency response centers. Receive reports from the public of crimes, disturbances, fires, and medical or police emergencies. Relay information to law enforcement and emergency response personnel. May maintain contact with caller until responders arrive.



## HIGH SCHOOL DIPLOMA OR GED AND/OR EXPERIENCE/ ON-THE-JOB TRAINING

**CARGO & FREIGHT AGENT \$24.57** Expedite and route movement of incoming and outgoing cargo and freight shipments in airline, train, and trucking terminals, and shipping docks. Take orders from customers and arrange pickup of freight and cargo for delivery to loading platform. Prepare and examine bills of lading to determine shipping charges and tariffs.

**FIRST-LINE TRANSPORTATION AND MATERIAL-MOVING WORKERS SUPERVISOR \$32.04** Directly supervise and coordinate activities of transportation and material-moving machine and vehicle operators and helpers.

**INDUSTRIAL TRUCK OR TRACTOR OPERATOR \$23.82** Operate industrial trucks or tractors equipped to move materials around a warehouse, storage yard, factory, construction site or similar location.

**LABORER & FREIGHT, STOCK, & MATERIAL MOVER \$19.46** Manually move freight, stock or other materials or perform other general labor. Includes all manual laborers not elsewhere classified.

**LIGHT TRUCK OR DELIVERY SERVICE DRIVER \$24.20** Drive a light vehicle, such as a truck or van, with a capacity of less than 26,000 pounds Gross Vehicle Weight (GVW), primarily to deliver or pick up merchandise or to deliver packages. May load and unload vehicle.

# CAREER PATHS IN RETAIL SERVICES

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

Marketing Manager  
**\$77.06**

Sales Manager  
**\$64.04**

Purchasing Manager  
**\$64.38**

Sales Rep – Tech. & Scientific Products  
**\$51.38**

## SOME COLLEGE OR 1-2 YEAR COLLEGE DEGREE

Sales Representative, Wholesale and Manufacturing  
**\$32.59**

## HIGH SCHOOL DIPLOMA OR EQUIVALENT

First-Line Supervisor of Retail Sales Workers  
**\$23.51**

Shipping, Receiving, and Traffic Clerk  
**\$19.63**

## LESS THAN HIGH SCHOOL

Cashier  
**\$14.70**

Retail Salesperson  
**\$15.24**

Counter and Rental Clerk  
**\$15.83**

Stock Clerk and Order Filler  
**\$15.96**

These jobs are in demand in Minnesota and these are Minnesota median wages. Data collected from the Department of Employment and Economic Development.

## WHY CHOOSE A CAREER IN RETAIL SERVICES?

- Flexible scheduling
- Working with people
- Growth opportunities
- Constant motion
- Product passion
- Employee product discounts
- Variety
- Retail is everywhere
- Expand customer service, sales, and problem-solving skills

View additional information regarding career paths in retail services: <https://www.careeronestop.org/>

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# CAREER PATHS IN RETAIL SERVICES

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

**Marketing Manager \$77.06** Plan, direct or coordinate marketing policies and programs, such as determining the demand for products and services offered by a firm and its competitors, and identify potential customers. Develop pricing strategies with the goal of maximizing the firm's profits or share of the market while ensuring the firm's customers are satisfied. Oversee product development or monitor trends that indicate the need for new products and services.

**Purchasing Manager \$64.38** Plan, direct or coordinate the activities of buyers, purchasing officers, and related workers involved in purchasing materials, products, and services.

**Sales Manager \$64.04** Plan, direct, or coordinate the actual distribution or movement of a product or service to the customer. Coordinate sales distribution by establishing sales territories, quotas, and goals and establish training programs for sales representatives. Analyze sales statistics gathered by staff to determine sales potential and inventory requirements and monitor the preferences of customers.

**Sales Representative – Technical and Scientific Products \$51.38** Sell goods for wholesalers or manufacturers where technical or scientific knowledge is required in such areas as biology, engineering, chemistry and electronics, normally obtained from at least 2 years of post-secondary education



## SOME COLLEGE OR 1-2 YEAR COLLEGE DEGREE

**Sales Representative, Wholesale and Manufacturing \$32.59** Monitor the flow of products in response to changes in consumer demand. Forecast supply and demand to minimize costs and maximize availability. Contact prospective buyers or sellers of power to arrange transactions. Price products based on market conditions. Negotiate prices or contracts for sales or purchases.

## HIGH SCHOOL DIPLOMA OR EQUIVALENT

**First-Line Supervisor of Retail Sales Workers \$23.51** Directly supervise and coordinate activities of retail sales workers in an establishment or department. Duties may include management functions, such as purchasing, budgeting, accounting, and personnel work, in addition to supervisory duties.

**Shipping, Receiving, and Traffic Clerk \$19.63** Verify and maintain records on incoming and outgoing shipments. Prepare items for shipment. Duties include assembling, addressing, stamping, and shipping merchandise or material; receiving, unpacking, verifying and recording incoming merchandise or material; and arranging for the transportation of products.

## LESS THAN HIGH SCHOOL

**Cashier \$14.70** Receive and disburse money in establishments. May use electronic scanners, cash registers or related equipment. May process credit or debit card transactions and validate checks.

**Counter and Rental Clerk \$15.83** Receive orders, generally in person, for repairs, rentals, and services. May describe available options, compute cost, and accept payment.

**Retail Salesperson \$15.24** Sell merchandise, such as furniture, motor vehicles, appliances or apparel to consumers.

**Stock Clerk and Order Filler \$15.96** Receive, store, and issue merchandise, materials, equipment, and other items from stockroom, warehouse or storage yard to fill shelves, racks, tables or customers' orders. May operate power equipment to full orders. May mark prices on merchandise and set up sales displays.



# CAREER PATHS IN MANUFACTURING

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

Civil Engineer <b>\$47.87</b>	Mechanical Engineer <b>\$39.76</b>
Industrial Engineer <b>\$48.52</b>	

## 1-2 YEAR COLLEGE DEGREE (OR CREDENTIAL)

Electrical and Electronics Engineering Technician <b>\$30.89</b>	Industrial Engineering Technician <b>\$30.24</b>	Machinist <b>\$24.60</b>
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## HIGH SCHOOL DIPLOMA OR GED / ON-THE-JOB TRAINING

First-line Supervisor of Production and Operating Workers <b>\$31.29</b>	Food Batchmaker <b>\$18.47</b>	Welder, Cutter, Solderer, and Brazer <b>\$23.93</b>
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## WHY CHOOSE A CAREER IN MANUFACTURING?

The manufacturing industry is one of the largest and most influential sectors of the United States economy. Manufacturing provides just over 10% of total private sector jobs in the U.S., making it the third-largest industry in terms of employment. In Minnesota, Manufacturing accounts for 13% of private sector employment, ranking second. Wages in Manufacturing are 10% higher than the total of all industries.

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# CAREER PATHS IN MANUFACTURING

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

**CIVIL ENGINEER \$47.87** Performs engineering duties in planning, designing, and overseeing construction and maintenance of building structures, and facilities, such as roads, railroads, airports, bridges, harbors, channels, dams, irrigation projects, pipelines, power plants, and water and sewage systems.

**INDUSTRIAL ENGINEER \$48.52** Design, develop, test, and evaluate integrated systems for managing industrial production processes, including human work factors, quality control, inventory control, logistics and material flow, cost analysis, and production coordination.

**MECHANICAL ENGINEER \$39.76** Perform engineering duties in planning and designing tools, engines, machines, and other mechanically functioning equipment. Oversee installation, operation, maintenance, and repair of equipment such as centralized heat, gas, water, and steam systems.

## 1-2-YEAR COLLEGE DEGREE (OR CREDENTIAL)

**ELECTRICAL AND ELECTRONICS ENGINEERING TECHNICIAN \$30.89** Apply electrical and electronic theory and related knowledge, usually under the direction of engineering staff, to design, build, repair, calibrate, and modify electrical components, circuitry, controls, and machinery for subsequent evaluation and use by engineering staff in making engineering design decisions.

**INDUSTRIAL ENGINEERING TECHNICIAN \$30.24** Apply engineering theory and principles to problems of industrial layout or manufacturing production, usually under the direction of engineering staff. May perform time and motion studies on worker operations in a variety of industries for purposes such as establishing standard production rates or improving efficiency.

**MACHINIST \$24.60** Set up and operate a variety of machine tools to produce precision parts and instruments. Includes precision instrument makers who fabricate, modify or repair mechanical instruments. May also fabricate and modify parts to make or repair machine tools or maintain industrial machines, applying knowledge of mechanics, mathematics, metal properties, layout, and machining procedures.

## HIGH SCHOOL DIPLOMA OR GED / ON-THE-JOB TRAINING

**FIRST-LINE SUPERVISOR/MANAGER OF PRODUCTION AND OPERATING WORKERS \$31.29** Directly supervise and coordinate the activities of production and operating workers, such as inspectors, precision workers, machine setters and operators, assemblers, fabricators, and plant and system operators. Excludes team or work leaders.

**FOOD BATCHMAKER \$18.47** Set up and operate equipment that mixes or blends ingredients used in the manufacturing of food products. Includes candy makers and cheese makers.

**WELDER, CUTTER, SOLDERER, AND BRAZER \$23.93** Use hand-welding, flame-cutting, hand soldering or brazing equipment to weld or join metal components or to fill holes, indentations or seams of fabricated metal products.

# CAREER PATHS IN LAW, PUBLIC SAFETY, CORRECTIONS, AND SECURITY



## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

First-Line Supervisor/  
Manager of  
Police & Detectives  
**\$53.30**

Lawyer  
**\$63.39**

Detective &  
Criminal Investigator  
**\$41.78**

Probation Officer &  
Correctional Treatment  
Specialist  
**\$38.93**

## 1-2 YEAR COLLEGE DEGREE

Police & Sheriff's  
Patrol Officers  
**\$41.21**

Paralegal & Legal Assistant  
**\$30.53**

Emergency  
Medical Technician  
(EMT) & Paramedic  
**\$18.74**



## HIGH SCHOOL DIPLOMA OR EQUIVALENT

First-Line Supervisor/  
Manager of Fire Fighting &  
Prevention Workers  
**\$41.50**

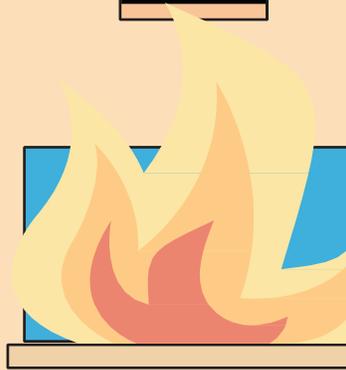
Fire Fighter  
**\$17.12**

Correctional Officer  
& Jailer  
**\$29.18**

Public Safety  
Telecommunicator  
**\$30.82**

Security Guard  
**\$19.71**

Legal Secretary  
**\$30.77**



These jobs are in demand in Central Minnesota and these are Central Minnesota median wages. Data collected from Department of Employment and Economic Development.

## WHY CHOOSE A CAREER IN LAW, PUBLIC SAFETY, CORRECTIONS, AND SECURITY

Do you like the idea of protecting people? Can you work in the face of danger? Do you want to help people figure out the legal system? A career in Law, Public Safety, Corrections, and Security is a good match for someone that is up for a physical and mental challenge.

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# CAREER PATHS IN LAW, PUBLIC SAFETY, CORRECTIONS, AND SECURITY

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

**First-Line Supervisor/ Manager of Police & Detectives \$53.30** Directly supervise and coordinate activities of members of police force.

**Lawyer \$63.39** Represent clients in criminal and civil litigation and other legal proceedings, draw up legal documents, or manage or advise clients on legal transactions. May specialize in a single area or may practice broadly in many areas of law.

**Detective & Criminal Investigator \$41.78** Conduct investigations related to suspected violations of Federal, State, or local laws to prevent or solve crimes.

**Probation Officer & Correctional Treatment Specialist \$38.93** Provide social services to assist in rehabilitation of law offenders in custody or on probation or parole. Make recommendations for actions involving formulation of rehabilitation plan and treatment of offender, including conditional release and education and employment stipulations.



## 1-2 YEAR COLLEGE DEGREE

**Police & Sheriff's Patrol Officers \$41.21** Maintain order and protect life and property by enforcing local, tribal, State, or Federal laws and ordinances. Perform a combination of the following duties: patrol a specific area; direct traffic; issue traffic summonses; investigate accidents; apprehend and arrest suspects, or serve legal processes of courts.

**Paralegal & Legal Assistant \$30.53** Assist lawyers by investigating facts, preparing legal documents, or researching legal precedent. Conduct research to support a legal proceeding, to formulate a defense, or to initiate legal action.

**Emergency Medical Technician (EMT) & Paramedic \$18.74** Assess injuries, administer emergency medical care, and extricate trapped individuals. Transport injured or sick persons to medical facilities.

## HIGH SCHOOL DIPLOMA OR EQUIVALENT

**First-Line Supervisor/ Manager of Fire Fighting & Prevention Workers \$41.50** Directly supervise and coordinate activities of workers engaged in fire fighting and fire prevention and control.

**Fire Fighter \$117.12** Control and extinguish fires or respond to emergency situations where life, property, or the environment is at risk. Duties may include fire prevention, emergency medical service, hazardous material response, search and rescue, and disaster assistance.

**Correctional Officers and Jailers \$29.18** Guard inmates in penal or rehabilitative institutions in accordance with established regulations and procedures. May guard prisoners in transit between jail, courtroom, prison, or other point. Includes deputy sheriffs and police who spend the majority of their time guarding prisoners in correctional institutions.

**Public Safety Telecommunicator \$30.82** Operate radio, telephone, or computer equipment at emergency response centers. Receive reports from the public of crimes, disturbances, fires, and medical or police emergencies. Relay information to law enforcement and emergency response personnel. May maintain contact with caller until responders arrive.

**Security Guard \$19.71** Guard, patrol, or monitor premises to prevent theft, violence, or infractions of rules. May operate x-ray and metal detector equipment.

**Legal Secretary \$30.77** Perform secretarial duties using legal terminology, procedures, and documents. Prepare legal papers and correspondence, such as summonses, complaints, motions, and subpoenas. May also assist with legal research.



# CAREER PATHS IN INFORMATION TECHNOLOGY

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

Computer & Information Systems Managers  
\$76.82

Computer Systems Analysts  
\$50.94

Computer Programmers  
\$44.23

Network & Computer Systems Administrators  
\$43.95

## 1-2 YEAR COLLEGE DEGREE (OR CREDENTIAL)

Computer Network Support Specialists  
\$31.79

Computer User Support Specialists  
\$29.28

Web and Digital Interface Designers  
\$38.12

## HIGH SCHOOL DIPLOMA OR GED / ON-THE-JOB TRAINING

Telecommunications Equipment Installers and Repairers  
\$29.79

These jobs are in demand in Minnesota and these are Minnesota median wages. Data collected from Department of Employment and Economic Development.

## WHY CHOOSE A CAREER IN INFORMATION TECHNOLOGY?

Employment of computer and information technology occupations is projected to grow 13 percent from 2016 to 2026, faster than the average for all occupations. These occupations are projected to add about 557,100 new jobs. Demand for these workers will stem from greater emphasis on cloud-based computing, the collection and storage of big data, and information security.

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[www.careeronestop.org/Videos/CareerVideos/career-videos.aspx](http://www.careeronestop.org/Videos/CareerVideos/career-videos.aspx)

# CAREER PATHS IN INFORMATION TECHNOLOGY

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

**Computer & Information Systems Managers \$76.82** Plan, direct, or coordinate activities in fields such as electronic data processing, information systems, systems analysis, and computer programming.

**Computer Programmers \$44.23** Create, modify, and test the code, and script that allow computer applications to run. Work from specifications drawn up by software developers and web developers or other individuals. May develop and write computer programs to store, locate, and retrieve specific documents, data, and information.

**Computer Systems Analysts \$50.94** Analyze science, engineering, business, and other data processing problems to implement and improve computer systems. Analyze user requirements, procedures, and problems to automate or improve existing systems and review computer system capabilities, workflow, and scheduling limitations. May analyze or recommend commercially available software.

**Network & Computer Systems Administrators \$43.95** Install, configure, and maintain an organization's local area network (LAN), wide area network (WAN), and data communications network, operating systems, and physical and virtual servers. Perform system monitoring and verify the integrity and availability of hardware, network, and server resources and systems. Review system and application logs and verify completion of scheduled jobs, including system backups. Analyze network and server resource consumption and control user access. Install and upgrade software and maintain software licenses. May assist in network modeling, analysis, planning, and coordination between network and data communications hardware and software.



## 1-2 YEAR COLLEGE DEGREE (OR CREDENTIAL)

**Computer Network Support Specialists \$31.11** Analyze, test, troubleshoot, and evaluate existing network systems, such as local area network (LAN), wide area network (WAN), cloud networks, servers, and other data communications networks. Perform network maintenance to ensure networks operate correctly with minimal interruption.

**Computer User Support Specialists \$28.66** Provide technical assistance to computer users. Answer questions or resolve computer problems for clients in person, via telephone, or electronically.

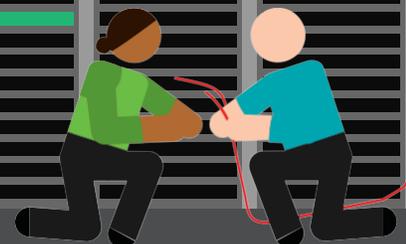
May provide assistance concerning the use of computer hardware and software, including printing, installation, word processing, electronic mail, and operating systems.

**Web and Digital Interface Designers \$38.12** Design digital user interfaces or websites. Develop and test layouts, interfaces, functionality, and navigation menus to ensure compatibility and usability across browsers or devices. May use web framework applications as well as client-side code and processes.



## HIGH SCHOOL DIPLOMA OR GED / ON-THE-JOB-TRAINING

**Telecommunications Equipment Installers and Repair \$29.79** Install, set-up, rearrange, or remove switching, distribution, routing, and dialing equipment used in central offices or headends. Service or repair telephone, cable television, internet, and other communications equipment on customers' property. May install communications equipment or communications wiring.



# CAREER PATHS IN HUMAN SERVICES

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

Social & Community Service Managers \$36.13	Child, Family, and School Social Workers \$26.84
Clinical, Counseling, & School Psychologists \$41.03	Mental Health & Substance Abuse Social Workers \$29.00
Rehabilitation Counselors \$18.74	

## 1-2 YEAR DEGREE AND/OR EQUIVALENT EXPERIENCE

Massage Therapist \$24.72	Manicurists and Pedicurists \$14.07
Hairdressers, Hair Stylists, & Cosmetologists \$14.48	

## HIGH SCHOOL DIPLOMA OR EQUIVALENT

Social & Human Service Assistants \$17.60	Child Care Workers \$12.28
Community Health Workers \$19.19	Fitness Trainers & Aerobics Instructors \$20.03
Personal & Home Care Aides \$13.73	

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<https://www.careeronestop.org/videos/careervideos/career-videos.aspx>

# CAREER PATHS IN HUMAN SERVICES

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

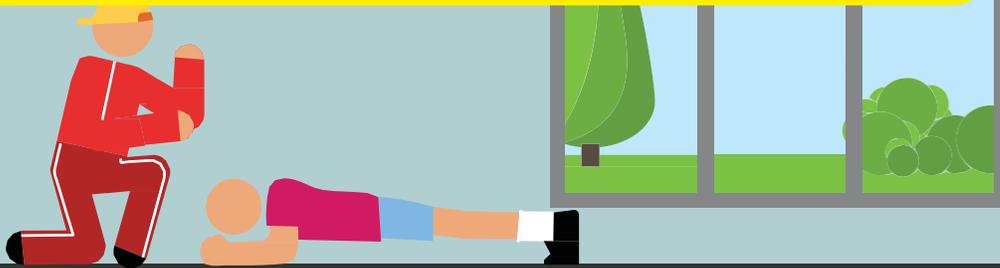
**Social & Community Service Managers \$36.13** Plan, direct, or coordinate the activities of a social service program or community outreach organization.

**Clinical, Counseling, & School Psychologists \$41.03** Diagnose and treat mental disorders; learning disabilities; and cognitive, behavioral, and emotional problems, using individual, child, family, and group therapies.

**Rehabilitation Counselors \$18.74** Counsel individuals to maximize the independence and employability of persons coping with personal, social, and vocational difficulties that result from birth defects, illness, disease, accidents, or the stress of daily life.

**Child, Family, and School Social Workers \$26.84** Provide social services and assistance to improve the social and psychological functioning of children and their families and to maximize the family well-being and the academic functioning of children.

**Mental Health & Substance Abuse Social Workers \$29.00** Assess and treat individuals with mental, emotional, or substance abuse problems, including abuse of alcohol, tobacco, and/or other drugs.



## 1-2 YEAR COLLEGE DEGREE

**Manicurists and Pedicurists \$14.07** Clean and shape customers' fingernails and toenails. May polish or decorate nails.

**Massage Therapist \$24.72** Perform therapeutic massages of soft tissues and joints.

**Hairdressers, Hair Stylists, & Cosmetologists \$14.48** Provide beauty services, such as shampooing, cutting, and styling hair, and massaging and treating scalp. May apply makeup, dress wigs, perform hair removal, and provide nail and skin care services.



## HIGH SCHOOL DIPLOMA OR EQUIVALENT

**Social & Human Service Assistants \$17.60** Assist in providing client services in a wide variety of fields, such as psychology, rehabilitation, or social work, including support for families.

**Community Health Workers \$19.19** Assist individuals and communities to adopt healthy behaviors. Conduct outreach for medical personnel or health organizations to implement programs in the community that promote, maintain, and improve individual and community health.

**Personal & Home Care Aides \$13.73** Assist the elderly, convalescents, or persons with disabilities with daily living activities at the person's home or in a care facility. Duties performed at a place of residence may include keeping house (making beds, doing laundry, washing dishes) and preparing meals.

**Child Care Workers \$12.28** Attend to children at schools, businesses, private households, and childcare institutions. Perform a variety of tasks, such as dressing, feeding, bathing, and overseeing play.

**Fitness Trainers & Aerobics Instructors \$20.03** Instruct or coach groups or individuals in exercise activities.



# CAREER PATHS IN Hospitality & Tourism

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

Curator  
**\$24.70**

Museum  
Technicians and  
Conservators  
**\$19.80**

## HIGH SCHOOL DIPLOMA OR EQUIVALENT

Food Service Managers <b>\$30.08</b>	Food Preparation Workers <b>\$15.53</b>
Meeting, Convention, and Event Planners <b>\$30.41</b>	Bartenders <b>\$12.68</b>
Chefs and Head Cooks <b>\$23.66</b>	Waiters and Waitresses <b>\$13.76</b>
First-Line Supervisors/ Managers of Food Preparation and Serving Workers <b>\$20.51</b>	Supervisors of Housekeeping and Janitorial workers <b>\$24.55</b>
Cooks, Institution and Cafeteria <b>\$19.08</b>	Janitors and Cleaners <b>\$18.01</b>
Cooks, Restaurant <b>\$18.45</b>	Maids and Housekeeping Cleaners <b>\$15.91</b>
	Bakers <b>\$18.09</b>

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# CAREER PATHS IN Hospitality & Tourism

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

**Curator \$24.70** Administer collections, such as artwork, collectibles, historic items, or scientific specimens of museums or other institutions. May conduct instructional, research, or public service activities of institution.

**Museum Technicians and Conservators \$19.80** Restore, maintain, or prepare objects in museum collections for storage, research, or exhibit. May work with specimens such as fossils, skeletal parts, or botanicals; or artifacts, textiles, or art. May identify and record objects or install and arrange them in exhibits. Includes book or document conservators.



## HIGH SCHOOL DIPLOMA OR EQUIVALENT

**Food Service Managers \$30.08** Plan, direct, or coordinate activities of an organization or department that serves food and beverages.

**Meeting, Convention, and Event Planners \$30.41** Coordinate activities of staff, convention personnel, or clients to make arrangements for group meetings, events, or conventions.

**Chefs and Head Cooks \$23.66** Direct and may participate in the preparation, seasoning, and cooking of salads, soups, fish, meats, vegetables, desserts, or other foods. May plan and price menu items, order supplies, and keep records and accounts.

**First-Line Supervisors/Managers of Food Preparation and Serving Workers \$20.51** Directly supervise and coordinate work activities of workers engaged in preparing and serving food.

**Cooks, Institution and Cafeteria \$18.41** Prepare and cook large quantities of food for institutions, such as schools, hospitals, or cafeterias.

**Cooks, Restaurant \$18.45** Prepare, season, and cook dishes such as soups, meats, vegetables, or desserts in restaurants. May order supplies, keep records and accounts, price items on menu, or plan menu.

**Food Preparation Workers \$15.53** Perform a variety of food preparation duties other than cooking, such as preparing cold foods and shellfish, slicing meat, and brewing coffee or tea.

**Bartenders \$12.68** Mix and serve drinks to patrons, directly or through wait staff.

**Waiters and Waitresses \$13.76** Take orders and serve food and beverages to patrons at tables in dining establishments.

**First-Line Supervisors of Housekeeping and Janitorial workers \$24.55** Directly supervise and coordinate work activities of cleaning personnel in hotels, hospitals, offices, and other establishments.

**Janitors and Cleaners \$18.01** Keep buildings in clean and orderly condition. Perform heavy cleaning duties, such as cleaning floors, shampooing rugs, washing walls and glass, and removing rubbish. Duties may include tending furnace and boiler, performing routine maintenance activities, notifying management of need for repairs, and cleaning snow or debris from sidewalk.

**Maids and Housekeeping Cleaners \$15.91** Perform any combination of light cleaning duties to maintain private households or commercial establishments, such as hotels and hospitals, in a clean and orderly manner. Duties may include making beds, replenishing linens, cleaning rooms and halls, and vacuuming.

**Bakers \$18.09** Mix and bake ingredients to produce breads, rolls, cookies, cakes, pies, pastries, or other baked goods.



# CAREER PATHS IN HEALTH CARE

## MASTER'S DEGREE

Nurse Practitioner  
\$63.60

Physician Assistant  
\$63.68

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

Dietitians and Nutritionists  
\$30.91

Medical and Health Services Manager  
\$48.74

Mental Health and Substance Abuse Counselor  
\$24.40

## ASSOCIATE'S DEGREE\* OR POSTSECONDARY NON-DEGREE AWARD\*\*

Radiologic Technologist\*  
\$35.74

Surgical Technologist\*  
\$30.27

Medical Assistant\*\*  
\$24.05

Registered Nurse\*  
\$39.40

Licensed Practical and Licensed Vocational Nurse\*\*  
\$23.89

Nursing Assistant\*\*  
\$18.85

## HIGH SCHOOL DIPLOMA OR GED / ON-THE-JOB TRAINING

Optician, Dispensing  
\$22.13

Pharmacy Technician  
\$19.87

These jobs are in demand in the state of Minnesota and these are Minnesota median wages. Data collected from Department of Employment and Economic Development.

## WHY CHOOSE A CAREER IN HEALTH CARE?

According to DEED's 2020-2030 Employment projections, Minnesota is projected to see an additional 66,144 replacement and net new openings for healthcare practitioners and technical occupations, an increase of 8.1%, while an additional 141,270 replacement and net new openings in healthcare support are projected, an 18.6% increase. In all, openings in the two healthcare categories are projected to make up 14% of the total job openings projected for this time period. Because of this healthy projected growth and large numbers of labor market exits to replace, there are many health care-related occupations that will see a future need, at every education level and are also in high demand according to DEED's Occupations in Demand.

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View additional information regarding career paths in health care:  
<https://www.careeronestop.org/site-search.aspx?keyword=healthcare>

# CAREER PATHS IN HEALTH CARE

## MASTER'S DEGREE

**NURSE PRACTITIONER \$63.60** Diagnose and treat acute, episodic or chronic illness, independently or as part of a healthcare team. May focus on health promotion and disease prevention. May order, perform or interpret diagnostic tests such as lab work and X rays. May prescribe medication. Must be registered nurses who have specialized graduate education.

**PHYSICIAN ASSISTANT \$63.68** Provide healthcare services typically performed by a physician, under the supervision of a physician. Conduct complete physicals, provide treatment, and counsel patients. May, in some cases, prescribe medication. Must graduate from an accredited educational program for physician assistants.

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

**DIETITIANS AND NUTRITIONISTS \$30.91** Plan and conduct food service or nutritional programs to assist in the promotion of health and control of disease. May supervise activities of a department providing quantity food services, counsel individuals, or conduct nutritional research.

**MEDICAL AND HEALTH SERVICES MANAGER \$48.74** Plan, direct or coordinate medical and health services in hospitals, clinics, managed care organizations, public health agencies or similar organizations.

**MENTAL HEALTH AND SUBSTANCE ABUSE COUNSELOR \$24.40** Counsel and advise individuals, families, or groups to prevent or treat substance abuse problems, behavioral disorders, or a broad range of mental health issues in order to promote optimum mental and emotional health.

## ASSOCIATE'S DEGREE\* OR POSTSECONDARY NON-DEGREE AWARD\*\*

**RADIOLOGIC TECHNOLOGIST\* \$35.74** Take X rays and CAT scans or administer nonradioactive materials into patient's blood stream for diagnostic purposes. Includes technologists who specialize in other scanning modalities.

**REGISTERED NURSE\* \$39.40** Assess patient health problems and needs, develop and implement nursing care plans, and maintain medical records. Administer nursing care to ill, injured, convalescent or disabled patients. May advise patients on health maintenance and disease prevention or provide case management. Licensing or registration required.

**SURGICAL TECHNOLOGIST\* \$30.27** Assist in operations, under the supervision of surgeons, registered nurses or other surgical personnel. May help set up operating room, prepare and transport patients for surgery, adjust lights and equipment, pass instruments and other supplies to surgeons and surgeon's assistants, hold retractors, cut sutures, and help count sponges, needles, supplies, and instruments.

**LICENSED PRACTICAL AND LICENSED VOCATIONAL NURSE\*\* \$23.89** Care for ill, injured or convalescing patients or persons with disabilities in hospitals, nursing homes, clinics, private homes, group homes, and similar institutions. May work under the supervision of a registered nurse. Licensing required.

**MEDICAL ASSISTANT\*\* \$24.05** Perform administrative and certain clinical duties under the direction of a physician. Schedule appointments, maintain medical records, bill and code information for insurance purposes as well as take and record vital signs and medical histories, prepare patients for an exam, draw blood, and administer medications as directed by physician.

**NURSING ASSISTANT\*\* \$18.85** Provide basic patient care under direction of nursing staff. Feed, bathe, dress, groom or move patients or change linens. May transfer or transport patients. Includes nursing care attendants, nursing aides, and nursing attendants.

## HIGH SCHOOL DIPLOMA OR GED / ON-THE-JOB TRAINING

**OPTICIANS, DISPENSING \$22.13** Design, measure, fit, and adapt lenses and frames for client according to written optical prescription or specification. Assist client with inserting, removing, and caring for contact lenses as well as selecting frames. Measure customer for size of eyeglasses and coordinate frames with facial and eye measurements and optical prescription. Prepare work order for optical laboratory containing instructions for grinding and mounting lenses in frames. Verify exactness of finished lens spectacles. Adjust frame and lens position to fit client. May shape or reshape frames.

**PHARMACY TECHNICIAN \$19.87** Prepare medications under the direction of a pharmacist. May measure, mix, count out, label, and record amounts and dosages of medications according to prescription orders.

# CAREER PATHS IN Government and Public Administration



## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

<b>Emergency Management Directors</b> \$40.32	<b>Urban and Regional Planners</b> \$40.12
<b>Compliance Officers</b> \$39.47	<b>Occupational Health and Safety Specialists</b> \$40.44
<b>Property Appraisers and Assessors</b> \$38.95	<b>Statistical Assistants</b> \$31.17
<b>Financial Examiners</b> \$41.17	



## HIGH SCHOOL DIPLOMA OR EQUIVALENT

<b>Occupational Health and Safety Technicians</b> \$31.43	<b>Eligibility Interviewers, Government Programs</b> \$30.82
<b>Court, Municipal, and License Clerks</b> \$24.68	<b>Transportation Inspectors</b> \$41.25



These jobs are in demand in Minnesota and these are Minnesota median wages. Data collected from Department of Employment and Economic Development.



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# CAREER PATHS IN Government and Public Administration

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

**Emergency Management Directors \$40.32** Plan and direct disaster response or crisis management activities, provide disaster preparedness training, and prepare emergency plans and procedures for natural (e.g., hurricanes, floods, earthquakes), wartime, or technological (e.g., nuclear power plant emergencies or hazardous materials spills) disasters or hostage situations.

**Compliance Officers \$38.47** Examine, evaluate, and investigate eligibility for or conformity with laws and regulations governing contract compliance of licenses and permits, and perform other compliance and enforcement inspection and analysis activities not classified elsewhere.

**Property Appraisers and Assessors \$38.95** Appraise real property and estimate its fair value. May assess taxes in accordance with prescribed schedules.

**Financial Examiners \$41.17** Enforce or ensure compliance with laws and regulations governing financial and securities institutions and financial and real estate transactions. May examine, verify, or authenticate records.

**Urban and Regional Planners \$40.12** Develop comprehensive plans and programs for use of land and physical facilities of jurisdictions, such as towns, cities, counties, and metropolitan areas.

**Occupational Health and Safety Specialists \$40.44** Review, evaluate, and analyze work environments and design programs and procedures to control, eliminate, and prevent disease or injury caused by chemical, physical, and biological agents or ergonomic factors. May conduct inspections and enforce adherence to laws and regulations governing the health and safety of individuals. May be employed in the public or private sector. Includes environmental protection officers.

**Statistical Assistants \$31.17** Compile and compute data according to statistical formulas for use in statistical studies. May perform actuarial computations and compile charts and graphs for use by actuaries. Includes actuarial clerks.



## HIGH SCHOOL DIPLOMA OR EQUIVALENT

**Occupational Health and Safety Technicians \$31.43** Collect data on work environments for analysis by occupational health and safety specialists. Implement and conduct evaluation of programs designed to limit chemical, physical, biological, and ergonomic risks to workers.

**Court, Municipal, and License Clerks \$24.68** Perform clerical duties for courts of law, municipalities, or governmental licensing agencies and bureaus. May prepare docket of cases to be called; secure information for judges and court; prepare draft agendas or bylaws for town or city council; answer official correspondence; keep fiscal records and accounts; issue licenses or permits; and record data, administer tests, or collect fees.

**Eligibility Interviewers, Government Programs \$30.82** Determine eligibility of persons applying to receive assistance from government programs and agency resources, such as welfare, unemployment benefits, social security, and public housing.

**Transportation Inspectors \$41.25** Inspect equipment or goods in connection with the safe transport of cargo or people. Includes rail transportation inspectors, such as freight inspectors; rail inspectors; and other inspectors of transportation vehicles, not elsewhere classified.



# CAREER PATHS IN EDUCATION

## DOCTORAL OR MASTER'S DEGREE

School Psychologist <b>\$40.10</b>	Educational, Guidance, School, and Vocational Counselor <b>\$29.60</b>
Education Administrator – Elementary & Secondary <b>\$50.26</b>	Speech/Language Pathologist <b>\$39.61</b>

## 4-YEAR COLLEGE DEGREE

Elementary School Teacher <b>\$65,780</b>	Special Education Teacher – Kindergarten & Elementary <b>\$64,203</b>
Secondary School Teacher <b>\$64,806</b>	

## ASSOCIATE'S DEGREE OR CERTIFICATE

Licensed Practical and Licensed Vocational Nurse <b>\$24.41</b>	Secretary and Administrative Assistant, except Legal, Medical, and Executive. <b>\$23.80</b>
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## HIGH SCHOOL DIPLOMA OR GED AND/OR EXPERIENCE/ ON-THE-JOB TRAINING

Bus Driver, School or Special Client. <b>\$19.66</b>	Welder, Cutter, Solderer, and Brazer Setters, Operators, and Tenders. <b>\$24.65</b>
Cook - Institution and Cafeteria <b>\$19.08</b>	Teaching Assistant. <b>\$38,871</b>

## WHY CHOOSE A CAREER IN EDUCATION?

Choosing education as a career allows you to make a lasting difference in students' lives. Each day you are able to work with inquisitive young minds, inspiring and motivating them to achieve their potential. Educators can work with students at the pre-school level all the way through adult education; they can make an impact in the classroom and/or choose more of an administrative role. Is a career in Education right for you?

These jobs are in demand in the state of Minnesota and these are Minnesota median wages. Data collected from Department of Employment and Economic Development.

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View videos of career paths in education:  
[www.careeronestop.org/Videos/CareerVideos/career-videos.aspx](http://www.careeronestop.org/Videos/CareerVideos/career-videos.aspx)

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# CAREER PATHS IN EDUCATION

## DOCTORAL OR MASTER'S DEGREE

### School Psychologist \$40.10

Investigate processes of learning and teaching and develop psychological principles and techniques applicable to educational problems.

### Education Administrator – Elementary & Secondary \$50.26

Plan, direct or coordinate the academic, administrative or auxiliary activities of public or private elementary or secondary level schools.

**Educational, Guidance, School, and Vocational Counselor \$29.60** Counsel individuals and provide group educational and vocational guidance services.

### Speech-Language Pathologist \$39.61

Assess and treat persons with speech, language, voice, and fluency disorders. May select alternative communication systems and teach their use. May perform research related to speech and language problems.

## 4-YEAR COLLEGE DEGREE

### Elementary School Teacher \$65,780

Teach students basic academic, social, and other formative skills in public or private schools at the elementary level.

### Secondary School Teacher \$64,806

Teach students in one or more subjects, such as English, mathematics or social studies at the secondary level in public or private schools. May be designated according to subject matter specialty.

### Special Education Teacher – Kindergarten & Elementary \$64,203

Teach elementary school subjects to educationally and physically handicapped students. Includes teachers who specialize and work with audibly and visually handicapped students as well as those who teach basic academic and life processes skills to the mentally impaired.

## ASSOCIATE'S DEGREE OR CERTIFICATE

**Licensed Practical and Licensed Vocational Nurse \$24.41** Care for ill, injured or convalescing patients or persons with disabilities in hospitals, nursing homes, clinics, private homes, and similar institutions. May work under the supervision of a registered nurse. Licensing required.

**Secretary and Administrative Assistant, Except Legal, Medical, and Executive \$23.80** Perform routine clerical and administrative functions such as drafting correspondence, operating equipment, organizing and maintaining paper and electronic files or providing information to callers.

## HIGH SCHOOL DIPLOMA OR GED AND/OR EXPERIENCE/ON-THE-JOB TRAINING

### Bus Driver, School or Special Client \$19.66

Transport students or special clients, such as the elderly or persons with disabilities. Ensure adherence to safety rules. May assist passengers in boarding or exiting.

### Cook – Institution and Cafeteria \$19.08

Prepare and cook large quantities of food for institutions, such as schools, hospitals or cafeterias.

### Welding, Soldering, and Brazing Machine Setters, Operators, and Tenders \$24.65

Set up, operate, or tend welding, soldering, or brazing machines or robots that weld, braze, solder, or heat treat metal products, components, or assemblies.

### Teacher Assistant \$38,871

Perform duties that are instructional in nature or deliver direct services to students or parents. Serve in a position for which a teacher has ultimate responsibility for the design and implementation of educational programs and services.

# CAREER PATHS IN CONSTRUCTION

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE



Architectural & Engineering Manager  
\$78.24

Civil Engineer  
\$48.92

Construction Manager  
\$49.96



## 1-2 YEAR COLLEGE DEGREE OR APPRENTICESHIP

Carpenter  
\$29.41  
Electrician  
\$32.52

Heating, Air Conditioning, & Refrigeration Mechanic & Installer  
\$31.27

Plumber, Pipefitter, & Steamfitter  
\$39.89



## HIGH SCHOOL DIPLOMA OR GED / ON-THE-JOB TRAINING



First Line Construction Worker Supervisor  
\$40.29

Operation Engineer/ Construction Equipment Operator  
\$32.16

Construction Laborer  
\$23.68

Painter, Construction, & Maintenance  
\$24.64

Cement Mason/ Concrete Finisher  
\$30.30

Highway Maintenance Worker  
\$27.63

These jobs are in demand in Minnesota and these are Minnesota median wages. Data collected from Department of Employment and Economic Development.



## WHY CHOOSE A CAREER IN CONSTRUCTION?



- Steady, booming industry
- Fulfilling career choice
- Abundant opportunities
- Feel a sense of accomplishment
- Make an impact on your community
- Stay in shape
- Earn a great income

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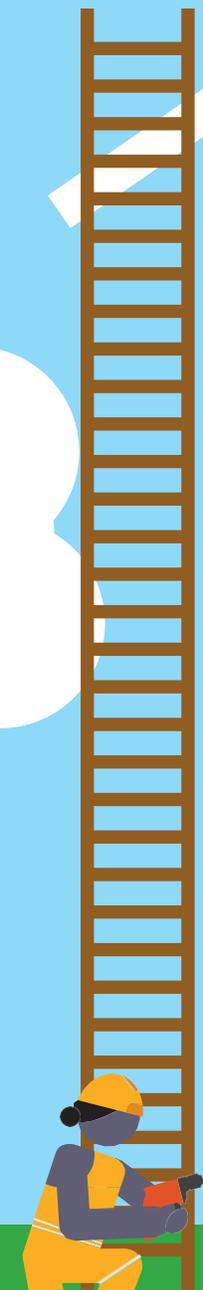
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View videos of construction workers in these occupations:

[www.careeronestop.org/Videos/CareerVideos/career-videos.aspx](http://www.careeronestop.org/Videos/CareerVideos/career-videos.aspx)

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# CAREER PATHS IN CONSTRUCTION



## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

### ARCHITECTURAL & ENGINEERING MANAGER \$76.24

Plan, direct or coordinate activities in such fields as architecture, engineering or research and development.

**CIVIL ENGINEER \$48.92** Perform engineering duties in planning, designing, and overseeing construction and maintenance of building structures, and facilities, such as roads, railroads, airports, bridges, harbors, channels, dams, irrigation projects, pipelines, power plants, and water and sewage systems. Includes architectural, structural, traffic, ocean, and geo-technical engineers.

**CONSTRUCTION MANAGER \$49.96** Plan, direct or coordinate, usually through subordinate supervisory personnel, activities concerned with the construction and maintenance of structures, facilities, and systems. Participate in the conceptual development of a construction project and oversee its organization, scheduling, budgeting, and implementation. Includes managers in specialized construction fields, such as carpentry or plumbing.

## 1-2 YEAR COLLEGE DEGREE OR APPRENTICESHIP

### CARPENTER \$29.41

Construct, erect, install or repair structures and fixtures made of wood, such as concrete forms; building frameworks, including partitions, joists, studding, and rafters; and wood stairways, window and door frames, and hardwood floors. May also install cabinets,

siding, drywall and batt or roll insulation.

### ELECTRICIAN \$32.52

Install, maintain, and repair electrical wiring, equipment, and fixtures. Ensure that work is in accordance with relevant codes. May install or service street lights, intercom systems or electrical control systems.

### HEATING, AIR CONDITIONING & REFRIGERATION MECHANIC AND INSTALLER \$31.27

Install or repair heating, central air conditioning or refrigeration systems, including oil burners, hot-air furnaces, and heating stoves.

### PLUMBER, PIPEFITTER, & STEAMFITTER \$39.89

Assemble, install, alter, and repair pipelines or pipe systems that carry water, steam, air, or other liquids or gases. May install heating and cooling equipment and mechanical control systems. Includes sprinkler fitters.



## HIGH SCHOOL DIPLOMA OR GED AND / OR EXPERIENCE

### FIRST LINE CONSTRUCTION WORKER SUPERVISOR \$40.29

Direct construction personnel. Coordinate construction project activities. Review blueprints. Inspect equipment.

### OPERATING ENGINEER / OTHER CONSTRUCTION EQUIPMENT OPERATOR \$32.16

Operate one or several types of power construction equipment, such as motor graders, bulldozers, scrapers, compressors, pumps, derricks, shovels, tractors or front-end loaders to excavate, move, and grade earth, erect structures or pour concrete or other hard surface pavement. May repair and maintain equipment in addition to other duties.

### CONSTRUCTION LABORER \$23.68

Perform tasks involving physical labor at construction sites. May operate hand / power tools such as air hammers, earth tampers, cement mixers, small mechanical hoists, surveying and measuring equipment, and a variety of other equipment and instruments. May clean and prepare sites, dig trenches, and set braces to support the sides of excavations.

### CEMENT MASON / CONCRETE FINISHER \$30.30

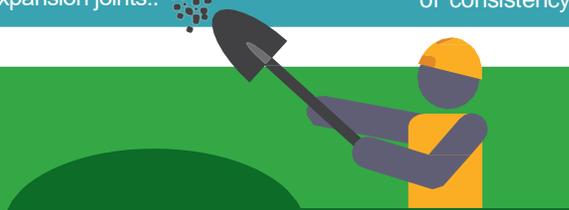
Smooth and finish surfaces of poured concrete, such as floors, walks, sidewalks, roads, or curbs using a variety of hand and power tools. Align forms for sidewalks, curbs, or gutters; patch voids; and use saws to cut expansion joints..

### HIGHWAY MAINTENANCE WORKER \$27.63

Maintain highways, municipal and rural roads, airport runways, and rights-of-way. Duties include patching broken or eroded pavement, repairing guard rails, highway markers, and snow fences. May also mow or clear brush from along roads or plow snow from roadway.

### PAINTER, CONSTRUCTION, & MAINTENANCE \$24.64

Paints walls, equipment, buildings, bridges, and other structural surfaces using brushes, rollers, and spray guns. May remove old paint to prepare surface prior to painting. May mix colors or oils to obtain desired color or consistency.



# CAREER PATHS IN BUSINESS SERVICES

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

Accountant and Auditor <b>\$37.86</b>	Human Resources Manager <b>\$62.50</b>
Computer and Information System Manager <b>\$75.20</b>	Market Research Analyst <b>\$38.08</b>
Computer Systems Analyst <b>\$49.85</b>	Training and Development Specialist <b>\$36.53</b>
Financial Manager <b>\$60.05</b>	

## SOME COLLEGE OR 1-2 YEAR COLLEGE DEGREE

Bookkeeping, Accounting, and Auditing Clerk <b>\$23.75</b>	Supervisor of Office and Administrative Support Workers <b>\$31.16</b>
Executive Secretary and Administrative Executive <b>\$30.66</b>	Loan Officer <b>\$38.95</b>
	Secretary and Administrative Assistant <b>\$23.13</b>

## HIGH SCHOOL DIPLOMA OR EQUIVALENT

Billing and Posting Clerk <b>\$23.50</b>	Loan Interviewer and Clerk <b>\$23.77</b>	Teller <b>\$18.31</b>
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These jobs are in demand in the state of Minnesota and these are Minnesota median wages. Data collected from the Department of Employment and Economic Development.

## WHY CHOOSE A CAREER IN BUSINESS?

- It is a practical choice
- It is easier to switch to a different job mid-career
- Business careers can offer more opportunities for advancement
- Earn a great income
- Opportunities exist in all industries

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# CAREER PATHS IN BUSINESS SERVICES

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

**Accountant and Auditor \$37.86** Examine, analyze, and interpret accounting records to prepare financial statements, give advice or audit and evaluate statements prepared by others.

**Computer and Information System Manager \$75.20** Plan, direct or coordinate activities in such fields as electronic data processing, information systems, systems analysis, and computer programming.

**Computer Systems Analyst \$49.85** Analyze science, engineering, business, and other data processing problems to implement and improve computer systems. Analyze user requirements, procedures, and problems to automate or improve existing systems and review computer system capabilities, workflow, and scheduling limitations. May analyze or recommend commercially available software.

**Financial Manager \$63.05** Plan, direct or coordinate accounting, investing, banking, insurance, securities, and other financial activities of a branch, office or department of an establishment.

**Human Resources Manager \$62.50** Plan, direct or coordinate human resource activities and staff of an organization.

**Market Research Analyst \$38.08** Research market conditions in local, regional or national areas or gather information to determine potential sales of a product or service or create a marketing campaign. May gather information on competitors, prices, sales, and methods of marketing and distribution.

**Training and Development Specialist \$36.53** Design and conduct training and development programs to improve individual and organizational performance.

## SOME COLLEGE OR 1-2 YEAR COLLEGE DEGREE

**Bookkeeping, Accounting, and Auditing Clerk \$23.75** Compute, classify, and record numerical data to keep financial records complete.

**Executive Secretary and Executive Administrative \$30.66** Provide high-level administrative support by conducting research, preparing statistical reports, handling information requests, and performing clerical functions such as preparing correspondence, receiving visitors, arranging conference calls, and scheduling meetings. May also train and supervise lower-level clerical staff.

**First-Line Supervisor of Office and Administrative Support Workers \$31.16** Directly supervise and coordinate the activities of clerical and administrative support workers.

**Loan Officer \$38.95** Evaluate, authorize or recommend approval of commercial, real estate or credit loans. Advise borrowers on financial status and payment methods.

**Secretary and Administrative Assistant \$23.13** Secretaries and administrative assistants perform routine clerical and administrative duties. They organize files, prepare documents, schedule appointments, and support other staff.

## HIGH SCHOOL DIPLOMA OR EQUIVALENT

**Billing and Posting Clerk \$23.50** Compile, compute, and record billing, accounting, statistical, and other numerical data for billing purposes. Prepare billing invoices for services rendered or for delivery or shipment of goods.

**Loan Interviewer and Clerk \$23.77** Interview loan applicants to elicit information; investigate applicants' backgrounds and verify references; prepare loan request papers; and forward findings, reports, and documents to appraisal department. Review loan papers to ensure completeness, and complete transactions between loan establishment, borrowers, and sellers upon approval of loan.

**Teller \$18.31** Receive and pay out money. Keep records of money.



# CAREER PATHS IN ARTS, AUDIO/VIDEO TECHNOLOGY, AND COMMUNICATIONS



## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

Agents & Business  
Managers of  
Artists, Performers,  
& Athletes  
**\$49.83**

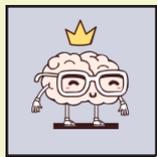
Editors  
**\$31.15**

Producers  
& Directors

**\$31.73**

News Analysts,  
Reporters, &  
Journalists  
**\$19.12**

Writers & Authors  
**\$31.98**



## HIGH SCHOOL DIPLOMA OR EQUIVALENT

Printing Press Operators  
**\$19.39**

Print Binding  
**\$19.89**

Telecommunications Line  
Installers & Repairers  
**\$24.68**



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<https://www.careeronestop.org/videos/careervideos/career-videos.aspx>

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

**Agents and Business Managers of Artists, Performers, and Athletes \$49.83** Represent and promote artists, performers, and athletes in dealings with current or prospective employers. May handle contract negotiation and other business matters for clients.

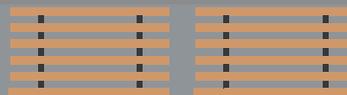
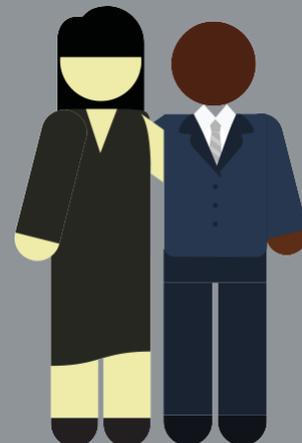
**Editors \$31.15** Plan, coordinate, or edit content of material for publication. May review proposals and drafts for possible publication. Includes technical editors.

**Producers & Directors \$31.73** Produce or direct stage, television, radio, video, or motion picture productions for entertainment, information, or instruction. Responsible for creative decisions, such as interpretation of script, choice of actors or guests, set design, sound, special effects, and choreography.

**News Analysts, Reporters, & Journalists \$19.12** Collect and analyze facts about newsworthy events by interview, investigation, or observation. Report and write stories for newspaper, news magazine, radio, or television.

**Writers & Authors \$31.98** Originate and prepare written material, such as scripts, stories, advertisements, and other material. Excludes "Public Relations Specialists" (27-3031) and "Technical Writers" (27-3042).

## CAREER PATHS IN ARTS, AUDIO/VIDEO TECHNOLOGY, AND COMMUNICATIONS



## HIGH SCHOOL DIPLOMA OR EQUIVALENT

**Printing Press Operators \$19.98** Set up and operate digital, letterpress, lithographic, flexographic, gravure, or other printing machines. Includes short-run offset printing presses.

**Print Binding and Finishing Workers \$19.89** Bind books and other publications or finish printed products by hand or machine. May set up binding and finishing machines.

**Telecommunications Line Installers and Repairers \$24.68** Install and repair telecommunications cable, including fiber optics.



# CAREER PATHS IN AGRICULTURE AND FOOD INDUSTRY

## 1-2 YEAR COLLEGE DEGREE (OR CREDENTIAL)

Diesel Engine Specialists  
**\$29.44**

Farm Equipment Mechanics and Service Technicians  
**\$23.64**

Environmental Science and Protection Technicians, including Health  
**\$23.39**

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

Environmental Engineers  
**\$47.60**

Veterinarians  
**\$50.41**

Environmental Scientists and Specialists, including Health  
**\$40.18**

## HIGH SCHOOL DIPLOMA OR GED AND/OR EXPERIENCE

Butchers and Meat Cutters  
**\$18.97**

Farmworkers and Laborers, Crop, Nursery, and Greenhouse  
**\$17.75**

Waste and Wastewater Treatment Plant and Systems Operators  
**\$30.13**

Agricultural Equipment Operators  
**\$18.86**

These jobs are in demand in the state of Minnesota and these are Minnesota median wages. Data collected from Department of Employment and Economic Development.

## WHY CHOOSE A CAREER IN AG?

Agricultural production and processing in Minnesota plays a huge role in the state's economy. Minnesota ranks fifth in the nation in agricultural production at \$16.7 billion. The state's agriculture industry exports \$7.1 billion worth of goods each year. Minnesota also ranks in the top five for multiple agriculture categories such as first in turkeys raised, second in hogs, third in soybeans and first in sugar beet processing

Provided for you by the Minnesota Rural Career Counseling Coordinators (RC3 Grant)



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View videos of career paths in the agriculture and food industry:  
[www.careeronestop.org/Videos/CareerVideos/career-videos.aspx](http://www.careeronestop.org/Videos/CareerVideos/career-videos.aspx)

Central Minnesota Jobs and Training Services, Inc. and Career Solutions are Equal Opportunity Employer and Program Providers. Upon request the information in this document can be made available in alternative formats. Contact Angie Dahle at [angie.dahle@CSJobs.org](mailto:angie.dahle@CSJobs.org) or Leslie Wojtowicz at [lwojtowicz@cmjts.org](mailto:lwojtowicz@cmjts.org) or at 1-800-284-7425.

# CAREER PATHS IN AGRICULTURE AND FOOD INDUSTRY

## 4-YEAR OR MORE COLLEGE DEGREE AND/OR EQUIVALENT EXPERIENCE

### Environmental Engineers

**\$47.60** Research, design, plan, or perform engineering duties in the prevention, control, and remediation of environmental hazards using various engineering disciplines. Work may include waste treatment, site remediation, or pollution control technology.

### Environmental Scientists and Specialists, including Health

**\$40.18** Conduct research or perform investigation for the purpose of identifying, abating, or eliminating sources of pollutants or hazards that affect either the environment or the health of the population. Using knowledge of various scientific disciplines, may collect, synthesize, study, report, and recommend action based on data derived from measurements or observations of air, food, soil, water, and other sources.

### Veterinarians

**\$50.41** Diagnose, treat, or research diseases and injuries of animals. Includes veterinarians who conduct research and development, inspect livestock, or care for pets and companion animals.



## 1-2 YEAR COLLEGE DEGREE (OR CREDENTIAL)

### Diesel Engine Specialists

**\$29.44** Diagnose, adjust, repair, or overhaul buses and trucks, or maintain and repair any type of diesel engines. Includes mechanics working primarily with automobile or farm equipment and construction diesel engines.

### Farm Equipment Mechanics and Service Technicians

**\$23.64** Diagnose, adjust, repair, or overhaul farm machinery and vehicles, such as tractors, harvesters, dairy equipment, and irrigation systems.

### Environmental Science and Protection Technicians, Including Health

**\$23.39** Perform laboratory and field tests to monitor the environment and investigate sources of pollution, including those that affect health, under the direction of an environmental scientist, engineer, or other specialist. May collect samples of gases, soil, water, and other materials for testing.



## HIGH SCHOOL DIPLOMA OR GED AND/ OR EXPERIENCE

### Butchers and Meat Cutters

**\$18.97** Cut, trim, or prepare consumer-sized portions of meat for use or sale in retail establishments.

### Waste and Wastewater Treatment Plant and System Operators

**\$30.13** Operate or control an entire process or system of machines, often through the use of control boards, to transfer or treat water or wastewater.

### Farmworkers and Laborers, Crop, Nursery, and Greenhouse

**\$17.75** Plan, direct, or coordinate the management or operation of farms, ranches, greenhouses, aquacultural operations, nurseries, timber tracts, or other agricultural establishments. May hire, train, and supervise farm workers or contract for services to carry out the day-to-day activities of the managed operation. May engage in or supervise planting, cultivating, harvesting, and financial and marketing activities.

**Agricultural Equipment Operators \$18.86** Drive and control farm equipment to till soil and to plant, cultivate, and harvest crops. May perform tasks, such as crop baling or hay bucking. May operate stationary equipment to perform post-harvest tasks, such as husking, shelling, threshing, and ginning.

