

# Tennessee's **HOT** Careers to 2020

*These careers have it all!*

**Personal Skills and Abilities**

- advanced skills required
- moderate skills required

| Personal Skills and Abilities<br>●advanced skills required<br>○moderate skills required | Personal Skills and Abilities     |                    |                                    |      |                     |                   |                |                             |                  |                         |
|---|-----------------------------------|--------------------|------------------------------------|------|---------------------|-------------------|----------------|-----------------------------|------------------|-------------------------|
|   | 2012-2020 Average Annual Openings | 2012 Median Salary | Personal Skills: Reading (English) | Math | Service Orientation | Persuasion Skills | Science Skills | Computer Programming Skills | Repairing Skills | Artist/Creative Ability |
| Job Title   |                                   |                    |                                    |      |                     |                   |                |                             |                  |                         |
| Master's Degree   |                                   |                    |                                    |      |                     |                   |                |                             |                  |                         |
| Market Research Analysts and Marketing Specialists                                      | 250                               | \$46,122           | ●                                  | ○    | ○                   | ●                 | ○              |                             |                  |                         |
| Mental Health and Substance Abuse Social Workers  | 130                               | \$34,637           | ●                                  |      | ●                   | ●                 | ○              |                             |                  |                         |
| Bachelor's Degree   |                                   |                    |                                    |      |                     |                   |                |                             |                  |                         |
| Accountants and Auditors  | 840                               | \$56,403           | ●                                  | ●    | ○                   | ○                 |                | ○                           |                  |                         |
| Child, Family, and School Social Workers  | 220                               | \$35,423           | ●                                  | ○    | ●                   | ●                 |                |                             |                  |                         |
| Computer Programmers  | 200                               | \$62,365           | ●                                  | ●    | ○                   | ○                 | ○              | ●                           | ○                | A                       |
| Computer Systems Analysts   | 285                               | \$62,306           | ●                                  | ●    | ●                   | ●                 | ○              | ●                           | ●                | A                       |
| Construction Managers   | 260                               | \$62,360           | ●                                  | ●    | ○                   | ●                 |                |                             |                  |                         |
| Financial Analysts  | 130                               | \$68,637           | ●                                  | ●    | ●                   | ●                 | ○              | ○                           |                  |                         |
| Healthcare Social Workers   | 180                               | \$52,803           | ●                                  | ○    | ●                   | ●                 |                |                             |                  |                         |
| Industrial Engineers  | 120                               | \$70,821           | ●                                  | ●    | ○                   | ●                 | ○              | ○                           |                  |                         |
| Insurance Sales Agents  | 300                               | \$52,801           | ●                                  | ●    | ●                   | ●                 |                |                             |                  |                         |
| Kindergarten Teachers, Except Special Education   | 225                               | \$51,967           | ●                                  | ●    | ●                   | ●                 | ●              |                             |                  | A                       |
| Loan Officers   | 260                               | \$45,591           | ●                                  | ○    | ●                   | ●                 |                |                             |                  |                         |
| Medical and Clinical Laboratory Technologists   | 135                               | \$57,768           | ●                                  | ○    | ○                   | ○                 | ●              | ○                           | ○                |                         |
| Middle School Teachers, Except Special and Career/Technical Education                   | 500                               | \$48,592           | ●                                  | ●    | ●                   | ●                 | ●              |                             |                  | A                       |
| Network and Computer Systems Administrators   | 265                               | \$60,123           | ●                                  | ○    | ●                   | ●                 | ○              | ●                           | ●                |                         |
| Occupational Therapists   | 120                               | \$72,685           | ●                                  | ○    | ●                   | ●                 |                |                             |                  |                         |
| Public Relations Specialists  | 140                               | \$47,668           | ●                                  |      | ●                   | ●                 |                |                             |                  | A                       |
| Recreation Workers  | 185                               | \$25,192           | ●                                  | ●    | ●                   | ●                 | ○              |                             |                  |                         |
| Secondary School Teachers, Except Special and Career/Technical Education                | 640                               | \$50,355           | ●                                  | ●    | ●                   | ●                 | ○              |                             |                  | A                       |
| Software Developers, Applications   | 130                               | \$74,182           | ●                                  | ●    | ○                   | ●                 | ○              | ●                           |                  | A                       |
| Software Developers, Systems  | 120                               | \$74,661           | ●                                  | ●    | ○                   | ○                 | ●              | ●                           | ○                | A                       |
| Training and Development Specialists  | 210                               | \$46,930           | ●                                  | ○    | ●                   | ●                 |                |                             |                  | A                       |
| Associate's Degree  |                                   |                    |                                    |      |                     |                   |                |                             |                  |                         |
| Medical and Clinical Laboratory Technicians   | 225                               | \$31,431           | ●                                  | ●    | ●                   | ○                 | ●              |                             | ○                |                         |
| Respiratory Therapists  | 155                               | \$46,439           | ●                                  | ●    | ●                   | ○                 | ●              |                             | ○                |                         |
| Post-secondary vocational training  |                                   |                    |                                    |      |                     |                   |                |                             |                  |                         |
| Bus and Truck Mechanics and Diesel Engine Specialists                                   | 180                               | \$39,474           | ●                                  | ○    | ○                   | ○                 | ○              |                             | ●                |                         |
| Fitness Trainers and Aerobics Instructors   | 165                               | \$36,587           | ●                                  | ○    | ●                   | ○                 | ●              |                             | ○                |                         |
| Work experience in a related occupation (continued on back of page)                     |                                   |                    |                                    |      |                     |                   |                |                             |                  |                         |
| Cost Estimators   | 150                               | \$54,620           | ●                                  | ●    | ○                   | ●                 |                |                             |                  |                         |
| First-Line Supervisors of Construction Trades and Extraction Workers                    | 460                               | \$49,925           | ●                                  | ●    | ○                   | ○                 | ○              |                             | ○                |                         |
| First-Line Supervisors of Food Preparation and Serving Workers                          | 510                               | \$27,765           | ●                                  | ●    | ●                   | ○                 |                |                             | ○                |                         |
| First-Line Supervisors of Mechanics, Installers, and Repairers                          | 315                               | \$60,277           | ●                                  | ●    | ●                   | ●                 |                |                             | ●                |                         |

✓ Jobs in Demand  
✓ Positive Job Growth  
✓ At least 120 expected annual job openings





Tennessee's  
Careers to 2020

These careers have it all!

| Personal Skills and Abilities<br>●advanced skills required<br>○moderate skills required | Job Title  | Personal Skills and Abilities     |                    |                                    |      |                     |                   |                |                             |                  | Jobs in Demand |
|---|--|-----------------------------------|--------------------|------------------------------------|------|---------------------|-------------------|----------------|-----------------------------|------------------|----------------|
|   |  | 2012-2020 Average Annual Openings | 2012 Median Salary | Personal Skills: Reading (English) | Math | Service Orientation | Persuasion Skills | Science Skills | Computer Programming Skills | Repairing Skills |                |
| Work experience in a related occupation (continued from front of page)                  |  |                                   |                    |                                    |      |                     |                   |                |                             |                  |                |
|   | First-Line Supervisors of Production and Operating Workers                                   | 195                               | \$46,697           | ●                                  | ●    | ●                   | ●                 | ○              |                             | ○                |                |
|   | First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators   | 145                               | \$49,631           | ●                                  | ●    | ●                   | ●                 |                | ○                           | ○                |                |
|   | Purchasing Agents, Except Wholesale, Retail, and Farm Products                               | 140                               | \$47,178           | ●                                  | ●    | ○                   | ●                 | ○              |                             |                  |                |
|   | Self-Enrichment Education Teachers   | 135                               | \$31,574           | ●                                  | ○    | ●                   | ●                 |                |                             |                  |                |
|   | Long-term on-the-job training  |                                   |                    |                                    |      |                     |                   |                |                             |                  |                |
|   | Carpenters (Construction)  | 525                               | \$31,875           | ●                                  | ●    | ●                   | ●                 | ○              |                             | ●                |                |
|   | Claims Adjusters, Examiners, and Investigators   | 140                               | \$59,637           | ●                                  | ●    | ●                   | ●                 | ○              |                             |                  |                |
|   | Coaches and Scouts   | 175                               | \$28,169           | ●                                  | ○    | ●                   | ●                 | ○              |                             |                  |                |
|   | Compliance Officers  | 125                               | \$40,320           | ●                                  | ●    | ●                   | ○                 |                |                             |                  |                |
|   | Cooks, Restaurant  | 705                               | \$23,343           | ●                                  | ○    | ○                   | ○                 |                |                             | ○                |                |
|   | Electrical Power-Line Installers and Repairers   | 190                               | \$56,411           | ●                                  | ○    | ○                   | ○                 |                |                             | ●                |                |
|   | Electricians   | 620                               | \$42,257           | ●                                  | ●    | ○                   | ○                 |                |                             | ●                |                |
|   | Firefighters   | 255                               | \$49,617           | ●                                  | ●    | ●                   | ○                 | ●              |                             | ○                |                |
|   | Industrial Machinery Mechanics   | 220                               | \$43,807           | ●                                  | ●    | ○                   | ○                 | ○              |                             | ●                |                |
|   | Machinists   | 185                               | \$40,582           | ○                                  | ○    | ○                   | ○                 |                |                             | ○                |                |
|   | Plumbers, Pipefitters, and Steamfitters  | 415                               | \$39,673           | ●                                  | ●    | ●                   | ●                 | ○              |                             | ●                |                |
|   | Police and Sheriff's Patrol Officers   | 610                               | \$49,608           | ●                                  | ○    | ●                   | ●                 |                |                             |                  |                |
|   | Moderate-term on-the-job training  |                                   |                    |                                    |      |                     |                   |                |                             |                  |                |
|   | Billing and Posting Clerks   | 410                               | \$31,262           | ●                                  | ●    | ○                   | ○                 |                |                             |                  |                |
|   | Bookkeeping, Accounting, and Auditing Clerks   | 845                               | \$33,942           | ●                                  | ●    | ○                   | ○                 |                |                             |                  |                |
|   | Cooks, Institution and Cafeteria   | 420                               | \$21,751           | ●                                  | ●    | ●                   | ○                 |                |                             | ○                |                |
|   | Correctional Officers and Jailers  | 340                               | \$42,180           | ●                                  | ○    | ●                   | ●                 |                |                             |                  |                |
|   | Customer Service Representatives   | 2220                              | \$29,048           | ●                                  | ○    | ●                   | ○                 |                |                             |                  |                |
|   | Heavy and Tractor-Trailer Truck Drivers  | 2310                              | \$40,886           | ●                                  | ●    | ○                   | ○                 |                |                             | ●                |                |
|   | Maintenance and Repair Workers, General  | 845                               | \$32,517           | ●                                  | ○    | ○                   | ○                 | ○              |                             | ●                |                |
|   | Operating Engineers and Other Construction Equipment Operators                               | 265                               | \$34,628           | ●                                  | ○    | ○                   | ○                 | ○              |                             | ●                |                |
|   | Painters, Construction and Maintenance   | 220                               | \$33,141           | ●                                  | ●    | ○                   | ○                 |                |                             | ○                |                |
|   | Parts Salespersons   | 230                               | \$25,540           | ●                                  | ●    | ●                   | ●                 |                |                             | ○                |                |
|   | Payroll and Timekeeping Clerks   | 160                               | \$36,766           | ●                                  | ●    | ●                   | ○                 |                |                             |                  |                |
|   | Pharmacy Technicians   | 515                               | \$28,211           | ●                                  | ●    | ●                   | ○                 | ○              |                             |                  |                |
|   | Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products | 830                               | \$49,425           | ●                                  | ●    | ●                   | ●                 | ○              |                             |                  |                |
|   | Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products        | 300                               | \$68,435           | ●                                  | ●    | ●                   | ●                 | ●              |                             | ○                |                |
|   | Sheet Metal Workers  | 145                               | \$35,370           | ●                                  | ●    | ○                   | ○                 | ○              |                             | ○                |                |
|   | Team Assemblers  | 1025                              | \$23,312           | ●                                  | ○    | ○                   | ○                 |                |                             | ○                |                |

At least 120 expected annual job openings

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