

# Hunterdon County, NJ In-Demand Occupations

*September 2017 Update*

# In-Demand Occupations

## Introduction

In order to better understand occupational demand in Hunterdon County, key characteristics of the 10 most “in-demand” occupations were assessed. In-demand occupations were defined as the occupations with a median hourly wage of at least \$20 that are projected to have the highest number of annual openings over the coming years, and are projected to have positive growth in jobs.

The wage of \$20 per hour was determined using the United Way of Northern New Jersey’s ALICE Study of Financial Hardship. This report analyzed the costs of food, housing, healthcare, and transportation, among many other variables, to determine the minimum wage to afford basic life necessities. The ALICE study considers any job with a wage under \$20 per hour as “low-wage.”

The information provided for each occupation is summarized below:

- **2017 Employment:** the number of workers employed in the occupation across all industries in 2017.
- **Average Annual Openings:** the average number of annual openings in the occupation projected between 2017 and 2022. Openings include both new demand (from new jobs being created) and replacement demand (from retirements and other turnover).
- **Projected Change (2017-2022):** the number of jobs projected to be created between 2017 and 2022.
- **Median Hourly Earnings:** the median hourly earnings of workers in the occupation in 2017. Earnings do not include benefits.
- **Average Monthly Postings:** the average number of online job advertisements being posted by county employers per month over the past 12 months (July 2016 to July 2017).
- **Average Monthly Hires:** the average number of workers being hired per month over the past 12 months (July 2016 to July 2017).
- **Postings to Hires Ratio:** compares the average number of monthly online job postings in the county over the past 12 months to the average number of hires over the same period. A high “Postings to Hiring Ratio” may indicate that employers are having difficulty finding workers to fill open positions. A low number may indicate that employers use means other than online job postings to find workers.
- **Top Skills Requested:** presents the skills most frequently requested by employers nationally, based on an analysis of online job postings.
- **Top Employers:** presents the employers most frequently posting online job advertisements in the county.
- **Certifications Requested (if applicable):** presents the certifications most frequently requested by employers nationally, based on an analysis of job postings. For some occupations, certifications are not typically required, in which case, this table is excluded.

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## Questions? Contact the Greater Raritan Workforce Development Board

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# In-Demand Occupations

## Registered Nurses

Assess patient health problems and needs, develop and implement nursing care plans, and maintain medical records.

Source: O-Net

### Employment Analysis

#### Overview

<b>2017 Employment</b>
929
<b>Annual Openings</b>
25
<b>Projected Change (2017-2022)</b>
15 New Jobs

Source: EMSI

#### Top 5 Industries (2017 Employment)

Industry	2017 Jobs
General Medical and Surgical Hospitals	631
Offices of Physicians	70
Nursing Care Facilities (Skilled Nursing Facilities)	40
Home Health Care Services	30
Education and Hospitals (State Government)	27

Source: EMSI

### Median Hourly Earnings

Hunterdon County	New Jersey	United States
\$37.66	\$38.03	\$32.36

Source: EMSI

### Online Job Postings Analysis

Occupation	Avg Monthly Postings*	Avg Monthly Hires*	Postings to Hiring Ratio
Registered Nurses	127	24	5.29

\*July 2016 to July 2017

Source: EMSI

#### Top Skills Requested

Skill	% of Postings with Skill
Nursing	64%
Critical Care	18%
Advanced Cardiovascular Life Support (ACLS)	16%
Post-Anesthesia Care Unit	13%
Medical Surgical Nursing	11%

#### Certifications Requested

Certifications	% of Postings with Certifications
Registered Nurse	55.99%
Licensed Practical Nurse	7.76%
Licensed Vocational Nurses	2.12%
Advanced Practice Registered Nurse	1.87%
Associate Of Science In Nursing	1.50%

Source: EMSI

#### Top Employers

Company
Hunterdon Medical Center (inc)
Parallon Business Solutions, LLC
Robert Wood Johnson University Hospital
Favorite Healthcare Staffing, Inc.
Supplemental Healthcare

Source: EMSI

\*By number of online job ads

Source: EMSI

# In-Demand Occupations

## General and Operations Managers

Directly supervise and coordinate the activities of clerical and administrative support workers.

Source: O-Net

### Employment Analysis

#### Overview

<b>2017 Employment</b>
642
<b>Annual Openings</b>
22
<b>Projected Change (2017-2022)</b>
27 New Jobs

Source: EMSI

#### Top 5 Industries (2017 Employment)

Industry	2017 Jobs
Management of Companies and Enterprises	36
Insurance Carriers	28
Restaurants and Other Eating Places	26
Other Amusement and Recreation Industries	25
Architectural, Engineering, and Related Services	20

Source: EMSI

### Median Hourly Earnings

Hunterdon County	New Jersey	United States
\$64.16	\$67.25	\$46.67

Source: EMSI

### Online Job Postings Analysis

Occupation	Avg Monthly Postings*	Avg Monthly Hires*	Postings to Hiring Ratio
General and Operations Managers	18	32	0.56

\*July 2016 to July 2017

Source: EMSI

#### Top Skills Requested

Skill	% of Postings with Skill
Finance	32%
Merchandising	20%
Customer Experience	14%
Restaurant Operation	14%
Loss Prevention	13%

Source: EMSI

#### Certifications Requested

Certifications	% of Postings with Certifications
Registered Nurse	0.85%
CNOR Certification	0.43%
Certified Veterinary Technician	0.43%
Certified Benefits Professional	0.26%
Master Of Business Administration (MBA)	0.26%

Source: EMSI

#### Top Employers

Company
PNC
Ann Inc.
Petsmart, Inc.
Michaels Stores, Inc.
Merck & Co., Inc.

Source: EMSI

\*By number of online job ads

# In-Demand Occupations

## Claims Adjusters, Examiners, and Investigators

Review settled claims to determine that payments and settlements are made in accordance with company practices and procedures.

Source: O-Net

### Employment Analysis

#### Overview

2017 Employment
390
Annual Openings
20
Projected Change (2017-2022)
47 New Jobs

Source: EMSI

#### Top 5 Industries (2017 Employment)

Industry	2017 Jobs
Direct Property and Casualty Insurance Carriers	322
Direct Life Insurance Carriers	19
Direct Title Insurance Carriers	<10
Office Administrative Services	<10
State Government, Excluding Education and Hospitals	<10

Source: EMSI

### Median Hourly Earnings

Hunterdon County	New Jersey	United States
\$37.16	\$34.16	\$29.90

Source: EMSI

### Online Job Postings Analysis

Occupation	Avg Monthly Postings*	Avg Monthly Hires*	Postings to Hiring Ratio
Claims Adjusters, Examiners, and Investigators	3	7	0.47

\*July 2016 to July 2017

Source: EMSI

#### Top Skills Requested

Skill	% of Postings with Skill
Finance	47%
Underwriting	40%
Casualty Insurance	37%
Reinsurance	37%
Liability Insurance	23%

Source: EMSI

#### Top Employers

Company
Chubb Limited
NTT Data, Inc.
Questpro Consultants
Keypoint Government Solutions, Inc.
Bridgewater Group Inc

Source: EMSI

\*By number of online job ads

# In-Demand Occupations

## Insurance Sales Agents

Sell life, property, casualty, health, automotive, or other types of insurance.

Source: O-Net

### Employment Analysis

#### Overview

<b>2017 Employment</b>
275
<b>Annual Openings</b>
16
<b>Projected Change (2017-2022)</b>
40 New Jobs

Source: EMSI

#### Top 5 Industries (2017 Employment)

Industry	2017 Jobs
Direct Property and Casualty Insurance Carriers	112
Insurance Agencies and Brokerages	90
Direct Life Insurance Carriers	40
Corporate, Subsidiary, and Regional Managing Offices	<10
Direct Title Insurance Carriers	<10

Source: EMSI

### Median Hourly Earnings

Hunterdon County	New Jersey	United States
\$26.94	\$26.65	\$22.71

Source: EMSI

### Online Job Postings Analysis

Occupation	Avg Monthly Postings*	Avg Monthly Hires*	Postings to Hiring Ratio
Insurance Sales Agents	22	5	4.51

\*July 2016 to July 2017

Source: EMSI

#### Top Skills Requested

Skill	% of Postings with Skill
Finance	77%
Casualty Insurance	31%
Underwriting	28%
Reinsurance	25%
Insurance Sales	23%

Source: EMSI

#### Top Employers

Company
Staples, Inc.
The Home Depot Inc
AT&T Inc.
Lowe's Companies, Inc.
Verizon Communications Inc.

Source: EMSI

\*By number of online job ads

# In-Demand Occupations

## Elementary School Teachers, Except Special Education

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

Source: O-Net

### Employment Analysis

#### Overview

<b>2017 Employment</b>
674
<b>Annual Openings</b>
15
<b>Projected Change (2017-2022)</b>
2 New Jobs

Source: EMSI

#### Top 5 Industries (2017 Employment)

Industry	2017 Jobs
Elementary and Secondary Schools (Local Government)	595
Elementary and Secondary Schools	70
Religious Organizations	<10
Child Day Care Services	<10
Sports and Recreation Instruction	<10

Source: EMSI

### Median Hourly Earnings

Hunterdon County	New Jersey	United States
\$30.56	\$30.64	\$26.26

Source: EMSI

### Online Job Postings Analysis

Occupation	Avg Monthly Postings*	Avg Monthly Hires*	Postings to Hiring Ratio
Elementary School Teachers, Except Special Education	3	27	0.12

\*July 2016 to July 2017

Source: EMSI

#### Top Skills Requested

Skill	% of Postings with Skill
Demonstration Skills	20%
Merchandising	20%
Social Studies	12%
Language Arts	7%
Language Education	5%

Source: EMSI

#### Top Employers

Company
Clinton Township School District
Michaels Stores, Inc.
Clinton Public School District
Bloomsbury School District Inc
North Hunterdon-Voorhees Regional High School District

Source: EMSI

\*By number of online job ads

# In-Demand Occupations

## Accountants and Auditors

Examine, analyze, and interpret accounting records to prepare financial statements, give advice, or audit and evaluate statements prepared by others.

Source: O-Net

### Employment Analysis

#### Overview

2017 Employment
448
Annual Openings
15
Projected Change (2017-2022)
14 New Jobs

Source: EMSI

#### Top 5 Industries (2017 Employment)

Industry	2017 Jobs
Other Accounting Services	65
Offices of Certified Public Accountants	48
Corporate, Subsidiary, and Regional Managing Offices	44
Tax Preparation Services	24
Direct Property and Casualty Insurance Carriers	20

Source: EMSI

### Median Hourly Earnings

Hunterdon County	New Jersey	United States
\$33.84	\$37.04	\$31.38

Source: EMSI

### Online Job Postings Analysis

Occupation	Avg Monthly Postings*	Avg Monthly Hires*	Postings to Hiring Ratio
Accountants and Auditors	15	18	0.84

\*July 2016 to July 2017

Source: EMSI

#### Top Skills Requested

Skill	% of Postings with Skill
Finance	65%
Accounting	61%
Auditing	48%
Financial Statements	25%
Forecasting	22%

Source: EMSI

#### Certifications Requested

Certifications	% of Postings with Certifications
Certified Public Accountant	7.0%
Certified Fraud Examination	1.0%
Master Of Business Administration (MBA)	1.0%
Certified Information Security Manager	0.5%
Certified Information Systems Security Professional	0.5%

Source: EMSI

#### Top Employers

Company
Chubb Limited
Merck & Co., Inc.
Robert Half International Inc.
Msd, Inc.
Construction Specialties, Inc.

Source: EMSI

\*By number of online job ads



# In-Demand Occupations

## Managers, All Other

Plan, direct, or coordinate activities of an organization. Represent occupations which do not fit into one of the detailed SOC occupations.

Source: O-Net

### Employment Analysis

#### Overview

<b>2017 Employment</b>
448
<b>Annual Openings</b>
13
<b>Projected Change (2017-2022)</b>
10 New Jobs

Source: EMSI

#### Top 5 Industries (2017 Employment)

Industry	2017 Jobs
Corporate, Subsidiary, and Regional Managing Offices	39
Local Government, Excluding Education and Hospitals	22
Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)	21
State Government, Excluding Education and Hospitals	19
Direct Property and Casualty Insurance Carriers	18

Source: EMSI

### Median Hourly Earnings

Hunterdon County	New Jersey	United States
\$37.55	\$48.66	\$22.95

Source: EMSI

### Online Job Postings Analysis

Occupation	Avg Monthly Postings*	Avg Monthly Hires*	Postings to Hiring Ratio
Managers, All Other	21	9	2.28

\*July 2016 to July 2017

Source: EMSI

#### Top Skills Requested

Skill	% of Postings with Skill
Finance	28%
Pharmaceuticals	25%
Accounting	17%
Auditing	17%
Risk Management	13%

Source: EMSI

#### Certifications Requested

Certifications	% of Postings with Certifications
Nurse Practitioner	3.3%
Registered Nurse	3.3%
Certified Public Accountant	2.5%
Chartered Financial Analyst	2.5%
Certified Financial Risk Management	1.8%

Source: EMSI

#### Top Employers

Company
Merck & Co., Inc.
Msd, Inc.
Chubb Limited
Enterprise Holdings, Inc.
A.M. Best Company, Inc.

Source: EMSI

\*By number of online job ads

# In-Demand Occupations

## Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products

Sell goods for wholesalers or manufacturers to businesses or groups of individuals.

Source: O-Net

### Employment Analysis

#### Overview

2017 Employment
441
Annual Openings
13
Projected Change (2017-2022)
17 New Jobs

Source: EMSI

#### Top 5 Industries (2017 Employment)

Industry	2017 Jobs
Dairy Product (except Dried or Canned) Merchant Wholesalers	64
Wholesale Trade Agents and Brokers	40
Drugs and Druggists' Sundries Merchant Wholesalers	22
Construction and Mining (except Oil Well) Machinery and Equipment Merchant Wholesalers	21
Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant Wholesalers	19

Source: EMSI

### Median Hourly Earnings

Hunterdon County	New Jersey	United States
\$28.20	\$30.59	\$26.24

Source: EMSI

### Online Job Postings Analysis

Occupation	Avg Monthly Postings*	Avg Monthly Hires*	Postings to Hiring Ratio
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	29	13	2.20

\*July 2016 to July 2017

Source: EMSI

#### Top Skills Requested

Skill	% of Postings with Skill
Selling Techniques	79%
Cold Calling	62%
Finance	8%
Amp Inventory System	7%
Amp Power Outlet Unit	7%

Source: EMSI

#### Top Employers

Company
Mac Tools
Vector Marketing Corporation
Construction Specialties, Inc.
Fastenal Company
BJ's Wholesale Club, Inc.

Source: EMSI

\*By number of online job ads

# In-Demand Occupations

## Automotive Service Technicians and Mechanics

Diagnose, adjust, repair, or overhaul automotive vehicles.

Source: O-Net

### Employment Analysis

#### Overview

2017 Employment
332
Annual Openings
11
Projected Change (2017-2022)
9 New Jobs

Source: EMSI

#### Top 5 Industries (2017 Employment)

Industry	2017 Jobs
New Car Dealers	158
General Automotive Repair	108
Automotive Parts and Accessories Stores	10
Industrial Machinery and Equipment Merchant Wholesalers	<10
Other Automotive Mechanical and Electrical Repair and Maintenance	<10

Source: EMSI

### Median Hourly Earnings

Hunterdon County	New Jersey	United States
\$20.51	\$20.78	\$16.27

Source: EMSI

### Online Job Postings Analysis

Occupation	Avg Monthly Postings*	Avg Monthly Hires*	Postings to Hiring Ratio
Automotive Service Technicians and Mechanics	13	13	0.99

\*July 2016 to July 2017

Source: EMSI

#### Top Skills Requested

Skill	% of Postings with Skill
Franchising	27%
Automotive Services	16%
Brakes	16%
Oil And Gas	16%
Transmission	14%

Source: EMSI

#### Top Employers

Company
Mac Tools
The Goodyear Tire & Rubber Company
AUDI AG
Mavis Tire Supply LLC
Chrysler Dealer

Source: EMSI

\*By number of online job ads

# In-Demand Occupations

## Secondary School Teachers, Except Special and Career/Technical Education

Teach students in one or more subjects, such as English, mathematics, or social studies at the secondary level in public or private schools.

### Employment Analysis

Source: O-Net

#### Overview

<b>2017 Employment</b>
437
<b>Annual Openings</b>
11
<b>Projected Change (2017-2022)</b>
3 New Jobs

Source: EMSI

#### Top 5 Industries (2017 Employment)

Industry	2017 Jobs
Elementary and Secondary Schools (Local Government)	387
Elementary and Secondary Schools	45
State Government, Excluding Education and Hospitals	<10
All Other Schools and Educational Support Services (Local Government)	<10
Local Government, Excluding Education and Hospitals	<10

Source: EMSI

### Median Hourly Earnings

Hunterdon County	New Jersey	United States
\$33.57	\$34.35	\$27.44

Source: EMSI

### Online Job Postings Analysis

Occupation	Avg Monthly Postings*	Avg Monthly Hires*	Postings to Hiring Ratio
Secondary School Teachers, Except Special and Career/Technical Education	5	18	0.27

\*July 2016 to July 2017

Source: EMSI

#### Top Skills Requested

Skill	% of Postings with Skill
Biology	11%
Environmental Science	10%
Seal (Mechanical)	8%
Social Studies	6%
Algebra	5%

Source: EMSI

#### Top Employers

Company
Hunterdon Central Regional School District
North Hunterdon-Voorhees Regional High School District
Delaware Valley Regional High School District
The Purnell School Inc
Delaware Valley Corp.

Source: EMSI

\*By number of online job ads