

Buy merchandise or commodities, other than farm products, for resale to consumers at the wholesale or retail level, including both durable and nondurable goods. Analyze past buying trends, sales records, price, and quality of merchandise to determine value and yield. Select, order, and authorize payment for merchandise according to contractual agreements. May conduct meetings with sales personnel and introduce new products.

*Examples: Importer; Merchandiser; Wholesale Jobber*

**Training Category:** Long-term OJT (12 mos.or more)

<b>2007 Average Wage:</b>	\$28.80
<b>2006 Estimated Employment:</b>	911
<b>2016 Projected Employment:</b>	933
<b>Growth Rate, 2006-2016:</b>	2.4%
<b>Annual Openings:</b>	22

<b>Industry</b>	<b>2006 Share</b>	<b>2016 Share</b>
423 Merchant Wholesalers, Durable Goods	14.3%	14.7%
444 Building Material & Garden Supply Stores	12.6%	12.9%
425 Electronic Markets and Agents/Brokers	12.4%	12.5%
424 Merchant Wholesalers, Nondurable Goods	12.1%	12.9%
Self-Employed Workers	12.1%	11.4%
454 Nonstore Retailers	9.7%	10.0%

## 13-1023 Purchasing Agents, Except Wholesale, Retail, and Farm Products

Purchase machinery, equipment, tools, parts, supplies, or services necessary for the operation of an establishment. Purchase raw or semi-finished materials for manufacturing. Include contract specialists, field contractors, purchasers, price analysts, tooling coordinators, and media buyers.

*Examples: Fuel Buyer; Lumber Buyer; Radio Time Buyer*

**Training Category:** Long-term OJT (12 mos.or more)

<b>2007 Average Wage:</b>	\$25.31
<b>2006 Estimated Employment:</b>	1,104
<b>2016 Projected Employment:</b>	1,127
<b>Growth Rate, 2006-2016:</b>	2.1%
<b>Annual Openings:</b>	26

<b>Industry</b>	<b>2006 Share</b>	<b>2016 Share</b>
334 Computer and Electronic Product Mfg	26.3%	24.4%
333 Machinery Manufacturing	8.6%	8.6%
332 Fabricated Metal Product Manufacturing	6.8%	7.1%
551 Management of Companies and Enterprises	4.8%	5.4%
622 Hospitals	3.5%	4.0%
423 Merchant Wholesalers, Durable Goods	3.2%	3.5%

## 13-1031 Claims Adjusters, Examiners, and Investigators

Review settled claims to determine that payments and settlements have been made in accordance with company practices and procedures, ensuring that proper methods have been followed. Report overpayments, underpayments, and other irregularities. Confer with legal counsel on claims requiring litigation. *Examples: Health Insurance Adjuster; Arson Investigator; Claims Agent*

**Training Category:** Long-term OJT (12 mos.or more)

<b>2007 Average Wage:</b>	\$27.92
<b>2006 Estimated Employment:</b>	1,430
<b>2016 Projected Employment:</b>	1,645
<b>Growth Rate, 2006-2016:</b>	15.0%
<b>Annual Openings:</b>	58

<b>Industry</b>	<b>2006 Share</b>	<b>2016 Share</b>
Federal Government, ex. Postal Service	6.5%	5.3%
Self-Employed Workers	3.5%	3.4%
524 Insurance Carriers & Related Activities	n	n

**13-1032 Insurance Appraisers, Auto Damage**

**FA**

Appraise automobile or other vehicle damage to determine cost of repair for insurance claim settlement and seek agreement with automotive repair shop on cost of repair. Prepare insurance forms to indicate repair cost or cost estimates and recommendations. *Example: Auto Damage Estimator*

**Training Category:** Postsecondary voc. training

2007 Average Wage:	\$23.24
2006 Estimated Employment:	102
2016 Projected Employment:	120
Growth Rate, 2006-2016:	17.6%
Annual Openings:	5

Industry		2006 Share	2016 Share
524	Insurance Carriers & Related Activities	n	n
	Self-Employed Workers	n	n

**13-1041 Compliance Officers, Except Agriculture, Construction, Health & Safety, & Transportation**

**LS**

Examine, evaluate, and investigate eligibility for or conformity with laws and regulations governing contract compliance of licenses and permits, and other compliance and enforcement inspection activities not classified elsewhere. *Examples: Truant Officer; Inspector of Weights and Measures*

**Training Category:** Long-term OJT (12 mos. or more)

2007 Average Wage:	\$21.52
2006 Estimated Employment:	646
2016 Projected Employment:	660
Growth Rate, 2006-2016:	2.2%
Annual Openings:	9

Industry		2006 Share	2016 Share
	Federal Government, ex. Postal Service	44.3%	40.0%
	State Government, ex. Education and Hospitals	25.7%	26.5%
524	Insurance Carriers & Related Activities	10.7%	11.7%
	Local Government, ex. Education	5.4%	6.1%
522	Credit Intermediation and Related Activities	n	n
5415	Computer Systems Design & Related Svcs	n	n

**13-1051 Cost Estimators**

**VF**

Prepare cost estimates for product manufacturing, construction projects, or services to aid management in bidding on or determining price of product or service. May specialize according to particular service performed or type of product manufactured. *Examples: Construction Estimator; Crating and Moving Estimator; Job Estimator*

**Training Category:** Bachelor's degree

2007 Average Wage:	\$26.88
2006 Estimated Employment:	942
2016 Projected Employment:	1,148
Growth Rate, 2006-2016:	21.9%
Annual Openings:	40

Industry		2006 Share	2016 Share
238	Specialty Trade Contractors	45.4%	46.0%
236	Construction of Buildings	13.9%	14.0%
444	Building Material & Garden Supply Stores	9.0%	9.7%
237	Heavy and Civil Engineering Construction	5.0%	5.1%
332	Fabricated Metal Product Manufacturing	4.0%	4.2%
323	Printing and Related Support Activities	3.2%	2.5%

**13-1061 Emergency Management Specialists**

**LS**

Coordinate 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, hazardous materials spills) disasters or hostage situations. *Example: Director of Civil Defense*

**Training Category:** Related experience

2007 Average Wage:	\$20.84
2006 Estimated Employment:	40
2016 Projected Employment:	44
Growth Rate, 2006-2016:	10.0%
Annual Openings:	0

Industry		2006 Share	2016 Share
	State Government, ex. Education and Hospitals	52.5%	50.0%
	Local Government, ex. Education	47.5%	50.0%

**13-1071 Employment, Recruitment, and Placement Specialists**

**VF**

Recruit and place workers. *Examples: Employment Interviewer; Personnel Recruiter; Placement Assistant*

Training Category: Bachelor's degree

2007 Average Wage:	\$24.39
2006 Estimated Employment:	791
2016 Projected Employment:	1,008
Growth Rate, 2006-2016:	27.4%
Annual Openings:	39

Industry	2006 Share	2016 Share
5613 Employment Services	37.3%	38.3%
5416 Management & Technical Consulting Svcs	27.7%	30.3%
State Government, ex. Education and Hospitals	8.2%	6.7%
622 Hospitals	4.1%	3.7%
551 Management of Companies and Enterprises	n	n
624 Social Assistance	n	n

**13-1072 Compensation, Benefits, and Job Analysis Specialists**

**FA**

Conduct programs of compensation and benefits and job analysis for employer. May specialize in specific areas, such as position classification and pension programs. *Examples: Occupational Analyst; Relocation Director; Wage Conciliator*

Training Category: Bachelor's degree

2007 Average Wage:	\$24.04
2006 Estimated Employment:	238
2016 Projected Employment:	283
Growth Rate, 2006-2016:	18.9%
Annual Openings:	10

Industry	2006 Share	2016 Share
State Government, ex. Education and Hospitals	13.9%	12.7%
551 Management of Companies and Enterprises	11.8%	12.0%
Local Government, ex. Education	5.9%	5.7%
523 Financial Investment and Related Activities	n	n
524 Insurance Carriers & Related Activities	n	n
622 Hospitals	n	n

**13-1073 Training and Development Specialists**

**VF**

Conduct training and development programs for employees. *Examples: Training Coordinator; Workforce Development Specialist; Supervisor, Training Personnel*

Training Category: Degree plus work experience

2007 Average Wage:	\$24.85
2006 Estimated Employment:	665
2016 Projected Employment:	807
Growth Rate, 2006-2016:	21.4%
Annual Openings:	28

Industry	2006 Share	2016 Share
622 Hospitals	8.9%	8.7%
524 Insurance Carriers & Related Activities	7.7%	7.3%
454 Nonstore Retailers	6.8%	6.7%
621 Ambulatory Health Care Services	5.1%	6.1%
452 General Merchandise Stores	4.8%	4.7%
334 Computer and Electronic Product Mfg	n	n

**13-1079 Human Resources, Training, and Labor Relations Specialists, All Other**

**VF**

All human resources, training, and labor relations specialists not listed separately. *Examples: Personnel Arbitrator; Employee Relations Specialist*

Training Category: Bachelor's degree

2007 Average Wage:	\$25.80
2006 Estimated Employment:	732
2016 Projected Employment:	896
Growth Rate, 2006-2016:	22.4%
Annual Openings:	32

Industry	2006 Share	2016 Share
551 Management of Companies and Enterprises	8.2%	8.5%
334 Computer and Electronic Product Mfg	7.7%	6.4%
622 Hospitals	7.7%	8.0%
813 Religious, Grantmaking, Civic, Prof. & Similar Orgs	6.8%	5.9%
524 Insurance Carriers & Related Activities	5.6%	5.7%
444 Building Material & Garden Supply Stores	n	n

**13-1081 Logisticians**

**VF**

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. *Examples: Logistics Engineer; Logistics Analyst; Logistics Planner*

Training Category: Bachelor's degree

2007 Average Wage:	\$29.83
2006 Estimated Employment:	369
2016 Projected Employment:	443
Growth Rate, 2006-2016:	20.1%
Annual Openings:	13

Industry	2006 Share	2016 Share
Federal Government, ex. Postal Service	7.1%	6.1%
333 Machinery Manufacturing	n	n
334 Computer and Electronic Product Mfg	n	n
423 Merchant Wholesalers, Durable Goods	n	n
5416 Management & Technical Consulting Svcs	n	n
551 Management of Companies and Enterprises	n	n

**13-1111 Management Analysts**

**VF**

Conduct organizational studies and evaluations, design systems and procedures, conduct work simplifications and measurement studies, and prepare operations and procedures manuals to assist management in operating more efficiently and effectively. Include program analysts and management consultants. *Examples: Industrial Analyst; Price Analyst*

Training Category: Degree plus work experience

2007 Average Wage:	\$45.69
2006 Estimated Employment:	1,539
2016 Projected Employment:	1,767
Growth Rate, 2006-2016:	14.8%
Annual Openings:	49

Industry	2006 Share	2016 Share
Self-Employed Workers	27.0%	23.3%
5416 Management & Technical Consulting Svcs	18.1%	22.5%
524 Insurance Carriers & Related Activities	8.3%	8.0%
551 Management of Companies and Enterprises	3.6%	3.7%
State Government, ex. Education and Hospitals	3.6%	3.3%
523 Financial Investment and Related Activities	n	n

**13-1121 Meeting and Convention Planners**

**FA**

Coordinate activities of staff and convention personnel to make arrangements for group meetings and conventions. *Examples: Conference Planner; Conference Service Coordinator; Convention Manager*

Training Category: Bachelor's degree

2007 Average Wage:	\$21.30
2006 Estimated Employment:	123
2016 Projected Employment:	143
Growth Rate, 2006-2016:	16.3%
Annual Openings:	5

Industry	2006 Share	2016 Share
721 Accommodation	30.1%	30.1%
6113 Colleges and Universities	12.2%	11.9%
622 Hospitals	8.1%	8.4%
Self-Employed Workers	5.7%	4.9%
713 Amusements, Gambling, and Recreation	n	n
722 Food Services and Drinking Places	n	n

**13-1199 Business Operations Specialists, All Other**

**VF**

All business operations specialists not listed separately. *Examples: Grant Coordinator; Liaison Officer; Purser*

Training Category: Bachelor's degree

2007 Average Wage:	\$24.94
2006 Estimated Employment:	9,619
2016 Projected Employment:	12,118
Growth Rate, 2006-2016:	26.0%
Annual Openings:	353

Industry	2006 Share	2016 Share
6113 Colleges and Universities	6.5%	6.6%
813 Religious, Grantmaking, Civic, Prof, & Similar Orgs	6.3%	6.0%
State Government, ex. Education and Hospitals	5.2%	4.8%
334 Computer and Electronic Product Mfg	4.7%	3.7%
524 Insurance Carriers & Related Activities	4.4%	4.3%
238 Specialty Trade Contractors	3.9%	3.9%

**13-2011 Accountants and Auditors**

**VF**

Examine, analyze, and interpret accounting records for the purpose of giving advice or preparing statements. Install or advise on systems of recording costs or other financial and budgetary data. *Examples: Certified Public Accountant; Tax Accountant*

Training Category: Bachelor's degree

2007 Average Wage:	\$26.22
2006 Estimated Employment:	3,753
2016 Projected Employment:	4,471
Growth Rate, 2006-2016:	19.1%
Annual Openings:	138

Industry	2006 Share	2016 Share
5412 Accounting and Bookkeeping Services	27.3%	29.7%
Self-Employed Workers	9.5%	8.5%
551 Management of Companies and Enterprises	5.3%	5.6%
State Government, ex. Education and Hospitals	3.9%	3.8%
523 Financial Investment and Related Activities	n	n
524 Insurance Carriers & Related Activities	n	n

**13-2021 Appraisers and Assessors of Real Estate**

**VF**

Appraise real property to determine its fair value. May assess taxes in accordance with prescribed schedules. *Examples: Building Appraiser; County Assessor; Property Evaluator*

Training Category: Bachelor's degree

2007 Average Wage:	\$31.76
2006 Estimated Employment:	421
2016 Projected Employment:	490
Growth Rate, 2006-2016:	16.4%
Annual Openings:	15

Industry	2006 Share	2016 Share
Self-Employed Workers	32.8%	31.4%
Local Government, ex. Education	18.3%	17.1%
State Government, ex. Education and Hospitals	9.3%	8.2%
Federal Government, ex. Postal Service	1.9%	1.6%
531 Real Estate	n	n
5416 Management & Technical Consulting Svcs	n	n

**13-2031 Budget Analysts**

**LS**

Examine budget estimates for completeness, accuracy, and conformance with procedures and regulations. Analyze budgeting and accounting reports for the purpose of maintaining expenditure controls. *Examples: Budget Examiner; Fiscal Agent; Fiscal Officer*

Training Category: Bachelor's degree

2007 Average Wage:	\$31.51
2006 Estimated Employment:	87
2016 Projected Employment:	97
Growth Rate, 2006-2016:	11.5%
Annual Openings:	3

Industry	2006 Share	2016 Share
Federal Government, ex. Postal Service	16.1%	13.4%
Local Government, ex. Education	11.5%	11.3%
524 Insurance Carriers & Related Activities	n	n
5412 Accounting and Bookkeeping Services	n	n
551 Management of Companies and Enterprises	n	n
6113 Colleges and Universities	n	n

**13-2041 Credit Analysts**

**LS**

Analyze current credit data and financial statements of individuals or firms to determine the degree of risk involved in extending credit or lending money. Prepare reports with this credit information for use in decision-making. *Examples: Credit Negotiator; Escrow Representative; Factorer*

Training Category: Bachelor's degree

2007 Average Wage:	\$28.49
2006 Estimated Employment:	159
2016 Projected Employment:	155
Growth Rate, 2006-2016:	-2.5%
Annual Openings:	6

Industry	2006 Share	2016 Share
522 Credit Intermediation and Related Activities	32.7%	34.2%
441 Motor Vehicle and Parts Dealers	17.6%	16.1%
221 Utilities	n	n
339 Miscellaneous Manufacturing	n	n
5415 Computer Systems Design & Related Svcs	n	n
551 Management of Companies and Enterprises	n	n

**13-2051 Financial Analysts**

**VF**

Conduct quantitative analyses of information affecting investment programs of public or private institutions. *Examples: Bond Analyst; Investment Analyst; Securities Consultant*

Training Category: Bachelor's degree

2007 Average Wage:	\$32.62
2006 Estimated Employment:	942
2016 Projected Employment:	1,263
Growth Rate, 2006-2016:	34.1%
Annual Openings:	37

Industry	2006 Share	2016 Share
523 Financial Investment and Related Activities	34.1%	40.5%
Self-Employed Workers	8.4%	7.8%
551 Management of Companies and Enterprises	7.3%	7.0%
522 Credit Intermediation and Related Activities	4.5%	3.8%
334 Computer and Electronic Product Mfg	n	n
524 Insurance Carriers & Related Activities	n	n

**13-2052 Personal Financial Advisors**

**VF**

Advise clients on financial plans utilizing knowledge of tax and investment strategies, securities, insurance, pension plans, and real estate. Duties include assessing clients' assets, liabilities, cash flow, insurance coverage, tax status, and financial objectives to establish investment strategies. *Examples: Budget Counselor; Financial Planner*

Training Category: Bachelor's degree

2007 Average Wage:	\$37.12
2006 Estimated Employment:	771
2016 Projected Employment:	1,099
Growth Rate, 2006-2016:	42.5%
Annual Openings:	40

Industry	2006 Share	2016 Share
523 Financial Investment and Related Activities	54.1%	64.0%
Self-Employed Workers	30.9%	23.3%
522 Credit Intermediation and Related Activities	10.1%	8.7%
524 Insurance Carriers & Related Activities	n	n
5419 Other Professional & Technical Services	n	n

**13-2053 Insurance Underwriters**

**FA**

Review individual applications for insurance to evaluate degree of risk involved and determine acceptance of applications. *Examples: Bond Underwriter; Insurance Analyst*

Training Category: Bachelor's degree

2007 Average Wage:	\$30.94
2006 Estimated Employment:	463
2016 Projected Employment:	513
Growth Rate, 2006-2016:	10.8%
Annual Openings:	17

Industry	2006 Share	2016 Share
524 Insurance Carriers & Related Activities	95.3%	95.3%
522 Credit Intermediation and Related Activities	n	n
813 Religious, Grantmaking, Civic, Prof, & Similar Orgs	n	n

**13-2061 Financial Examiners**

**LF**

Enforce or ensure compliance with laws and regulations governing financial and securities institutions and financial and real estate transactions. May examine, verify correctness of, or establish authenticity of records. *Examples: Bank Examiner; Payroll Examiner; Pension Examiner*

Training Category: Bachelor's degree

2007 Average Wage:	\$36.56
2006 Estimated Employment:	99
2016 Projected Employment:	101
Growth Rate, 2006-2016:	2.0%
Annual Openings:	2

Industry	2006 Share	2016 Share
State Government, ex. Education and Hospitals	63.6%	65.4%
524 Insurance Carriers & Related Activities	n	n
Federal Government, ex. Postal Service	n	n

**13-2071 Loan Counselors**

**LF**

Provide guidance to prospective loan applicants who have problems qualifying for traditional loans. Guidance may include determining the best type of loan and explaining loan requirements or restrictions. *Examples: Farm Mortgage Agent; Financial Aid Counselor*

Training Category: Bachelor's degree

2007 Average Wage:	\$20.64
2006 Estimated Employment:	182
2016 Projected Employment:	190
Growth Rate, 2006-2016:	4.4%
Annual Openings:	3

Industry	2006 Share	2016 Share
6113 Colleges and Universities	25.3%	25.3%
Self-Employed Workers	3.9%	3.7%
221 Utilities	n	n
522 Credit Intermediation and Related Activities	n	n
5419 Other Professional & Technical Services	n	n
6112 Junior Colleges	n	n

**13-2072 Loan Officers**

**FA**

Evaluate, authorize, or recommend approval of commercial, real estate, or credit loans. Advise borrowers on financial status and methods of payments. Include mortgage loan officers and agents, collection analysts, loan servicing officers, and loan underwriters. *Examples: Loan Reviewer; Escrow Officer; Mortgage Consultant*

Training Category: Bachelor's degree

2007 Average Wage:	\$32.90
2006 Estimated Employment:	1,427
2016 Projected Employment:	1,603
Growth Rate, 2006-2016:	12.3%
Annual Openings:	33

Industry	2006 Share	2016 Share
522 Credit Intermediation and Related Activities	89.8%	90.0%
551 Management of Companies and Enterprises	4.4%	4.6%
Self-Employed Workers	2.9%	2.7%
Federal Government, ex. Postal Service	1.8%	1.5%

**13-2081 Tax Examiners, Collectors, and Revenue Agents**

**FA**

Determine tax liability or collect taxes from individuals or business firms according to prescribed laws and regulations. *Examples: Tax Investigator; Revenue Agent; Tax Auditor*

Training Category: Bachelor's degree

2007 Average Wage:	\$21.47
2006 Estimated Employment:	435
2016 Projected Employment:	480
Growth Rate, 2006-2016:	10.3%
Annual Openings:	16

Industry	2006 Share	2016 Share
Local Government, ex. Education	66.0%	68.5%
Federal Government, ex. Postal Service	20.0%	18.1%
State Government, ex. Education and Hospitals	14.0%	13.3%

**13-2082 Tax Preparers**

**LF**

Prepare tax returns for individuals or small businesses but do not have the background or responsibilities of an accredited or certified public accountant. *Examples: Income Tax Advisor; Income Tax Consultant; Tax Specialist*

Training Category: Moderate-term OJT (1 to 12 months)

2007 Average Wage:	\$18.63
2006 Estimated Employment:	156
2016 Projected Employment:	141
Growth Rate, 2006-2016:	-9.6%
Annual Openings:	3

Industry	2006 Share	2016 Share
Self-Employed Workers	32.7%	29.8%
5412 Accounting and Bookkeeping Services	n	n
551 Management of Companies and Enterprises	n	n

**13-2099 Financial Specialists, All Other****VF**

All financial specialists not listed separately. *Examples: Bail Bondsman; Executor of Estate; Foreign Exchange Trader*

Training Category: Bachelor's degree

2007 Average Wage:	\$38.06
2006 Estimated Employment:	1,148
2016 Projected Employment:	1,330
Growth Rate, 2006-2016:	15.9%
Annual Openings:	49

Industry	2006 Share	2016 Share
522 Credit Intermediation and Related Activities	11.4%	10.7%
523 Financial Investment and Related Activities	11.4%	13.1%
6113 Colleges and Universities	4.2%	4.1%
425 Electronic Markets and Agents/Brokers	n	n
524 Insurance Carriers & Related Activities	n	n
5611 Office Administrative Services	n	n