

Business (Biz)



About the industry sector



7%

Projected job growth, 2019-2024



232,000

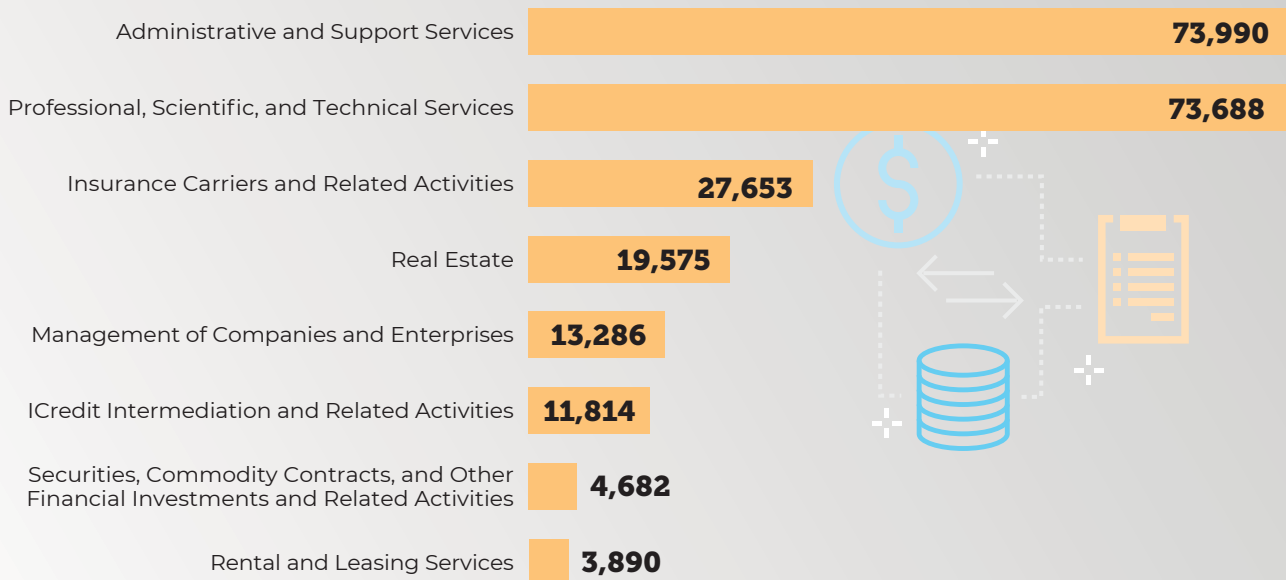
Biz jobs in 2019



16,240

additional jobs by 2024

Industry subsectors with the most Biz jobs



Top 10 employers posting Biz jobs

Anthem Blue Cross
 Centene Corporation
 Blue Cross Blue Shield of California
 Deloitte
 Wells Fargo
 Golden Credit Union
 State of California
 H&R Block
 U.S. Bancorp
 State Farm Insurance Companies



65,592

Biz job postings,
Jan-Dec 2019

What are employers looking for?

Hardest-to-fill jobs

Job Title	# of Job Postings	Days to Fill
Management Analysts	1,243	39
Human Resources Managers	122	45
Cost Estimators	91	48

Most in-demand jobs

Job Title	# of Job Postings	Demand
Sales Representatives, Wholesale and Mfg, Except Technical and Scientific Products	3,962	Very High
Customer Service Representatives	3,826	Very High
Managers, All Other	3,697	Very High
Insurance Sales Agents	1,257	High
Real Estate Sales Agents	1,246	High
Management Analysts	1,243	Very High

Most desired certifications
















Project Management Certification
 Certified Public Accountant (CPA)
 Real Estate Certification
 Insurance License
 Insurance Agent Certification
 Project Management Professional (PMP)
 Property and Casualty license
 Mortgage license
 Life insurance license
 Chartered property casualty underwriter (CPCU)

Most desired skills

Customer service/customer contact
 Sales
 Project management
 Scheduling
 Budgeting
 SQL
 Staff management
 Accounting
 Data entry
 Business development



Jobs titles & wages

What jobs can I train for?	How many job openings each year?	How much will I earn per hour?			Educational Level
		Entry-Level 10th percentile	Median 50th percentile	Experienced 90th percentile	
Management Analysts	2,112	\$24	\$35	\$50	
Claims Adjusters, Examiners, and Investigators	310	\$21	\$36	\$51	
Human Resources Managers	112	\$21	\$48	\$84	
First-Line Supervisors of Office and Administrative Support Workers	1,141	\$19	\$28	\$43	
Tax Examiners and Collectors, and Revenue Agents	272	\$19	\$27	\$40	
Human Resources Specialists	383	\$18	\$32	\$53	
Cost Estimators	230	\$18	\$34	\$59	
Payroll and Timekeeping Clerks	218	\$17	\$24	\$31	
Property, Real Estate, and Community Association Managers	367	\$14	\$26	\$60	
Sales Representatives, Wholesale and Mfg, Except Technical and Scientific Products	935	\$14	\$27	\$59	
Bookkeeping, Accounting, and Auditing Clerks	1,443	\$14	\$21	\$31	
Customer Service Representatives	2,091	\$12	\$17	\$30	
Insurance Sales Agents	966	\$11	\$27	\$97	
Managers, All Other	700	\$11	\$35	\$88	
Real Estate Sales Agents	346	\$8	\$28	\$90	



What training is available?

Community College programs

- Accounting
- Advertising
- Banking and Finance
- Business Administration
- Business and Commerce
- Business Management
- E-Commerce
- International Business and Trade
- Legal Office Technology
- Management Development and Supervision
- Marketing and Distribution
- Office Management
- Office Technology and Office Computer Applications
- Purchasing
- Real Estate
- Retail Store Operations and Management
- Tax Studies



Where can I get training?

Local Community Colleges



coecc.net



ccco.edu



fnrc.org

Source: California Community Colleges Chancellor's Office Management Information System, DataMart

The COE has created 20 priority sector profiles for the Greater Sacramento (North) and the Far North subregions to inform planning and investment in Career Education under the Strong Workforce Program and the California Community Colleges Chancellor's Office Economic and Workforce Development Division. Regional summary profiles contain data definitions and methodology. The Greater Sacramento (North) region consists of seven counties: Sacramento, El Dorado, Placer, Nevada, Yolo, Yuba, and Sutter.

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