

HIGH DEMAND and HIGH SALARY OCCUPATIONS

Occupational Title	2008 Estimated Employment	2018 Projected Employment	Annual Growth Rate (%)	2011 Mean Hourly Wage*	2011 Mean Annual Salary	Education/Training Level**	Top Skills***
Family and General Practitioners	2,390	2,875	2.0	\$101.05	\$210,183	1	B2, B3, B9, B8, SO6
Dentists, General	1,210	1,350	1.2	99.19	206,330	1	B3, SY1, B2, B6, SO6, B9
Health Specialties Teachers, Postsecondary	1,735	1,985	1.4	63.19	131,444	2	B7, B9, SO2, B3, B2, C1, B4, B10
Optometrists	460	560	2.3	51.07	106,219	1	B8, B2, B3, B9, SO1, B7, SO5
Lawyers	4,340	4,910	1.3	50.86	105,798	1	B2, B9, B3, B7, C1, SY1, B10
Computer and Information Systems Managers	2,225	2,635	1.8	50.65	105,337	4	B7, B2, B3, C1, B6, B10
Pharmacists	2,885	3,315	1.5	47.91	99,651	1	B2, B7, B1, B3, B9
Marketing Managers	1,600	1,805	1.3	47.18	98,137	4	B2, B3, SO4, SO6, B9
Actuaries	555	675	2.2	46.52	96,757	4	B5, B3, SY1, C1, B7
Sales Managers	2,300	2,685	1.7	45.74	95,143	4	B9, B2, SO6, SO4, SO1, B3, B6, SO5
Physician Assistants	710	960	3.5	41.31	85,912	3	B9, B7, B10, SO2, B2, B3, B4
Mathematical Science Teachers, Postsecondary	590	675	1.4	40.18	83,570	2	B9, B7, B2, B3, C1, B5, B10
Biological Science Teachers, Postsecondary	735	845	1.4	39.63	82,440	2	B9, SO2, B7, B10, B3
Business Teachers, Postsecondary	1,030	1,175	1.5	39.49	82,149	2	B9, B7, B10, SO2, B2, B3, B4
Administrative Services Managers	2,915	3,245	1.1	38.96	81,036	4	B9, B2, SO1, B7, R4, B10
Construction Managers	3,620	4,185	1.6	38.70	80,488	5	R4, B2, B3, R3, B9
Public Relations Managers	500	560	1.2	37.68	78,372	4	B9, B2, B7, SO6, B10
Chiropractors	830	970	1.7	37.66	78,330	1	B2, B7, B3, B9, C1, R4
Medical and Health Services Managers	4,815	5,505	1.4	37.06	77,084	4	B7, B9, B2, B3, SY1
Civil Engineers	1,690	2,075	2.3	36.77	76,483	5	C1, B3, SY1, B5, T6, B7
Financial Examiners	500	720	4.4	35.85	74,576	5	B3, B7, B9, B1, B2, SO2, SY1, R4, B10
Computer Software Engineers, Systems Software	2,725	3,580	3.1	35.70	74,259	5	B3, B2, T7, B7, C1
Real Estate Brokers	1,015	1,125	1.1	35.65	74,165	8	B9, B2, B3, B7, SY1, SO4, SO6
Medical Scientists, Except Epidemiologists	485	700	4.3	35.57	73,984	2	B8, B3, B7, C1, B9
Architects, Except Landscape and Naval	825	950	1.5	35.04	72,873	5	B2, B3, C1, B9, SY1, B7
Database Administrators	735	870	1.8	34.87	72,523	5	C1, B3, B6, B1, B2, B7
Computer Systems Analysts	5,230	6,400	2.2	34.76	72,306	5	B3, B2, B7, B9, SY2
Computer Software Engineers, Applications	3,470	4,665	3.4	34.75	72,289	5	C1, T7, SY2, SY1, SY3
Physical Therapists	1,735	2,195	2.7	34.73	72,246	3	B2, B9, B7, B3, SO6, R4
Veterinarians	1,105	1,395	2.7	34.50	71,755	1	B8, B2, B3, B9, SY1, B7
Management Analysts	5,515	6,365	1.6	33.60	69,881	4	B2, B7, B9, B3, C1
Industrial Engineers	2,305	2,795	2.1	33.48	69,649	5	B7, B2, C1, B3, B10
Financial Analysts	1,975	2,350	1.9	33.35	69,385	5	B3, B7, B10, B2, C1
English Language and Literature Teachers, Postsecondary	795	910	1.4	32.57	67,741	2	B7, B9, SO2, B10, B2
Education Teachers, Postsecondary	795	910	1.4	32.55	67,703	2	B9, B7, B2, B10, SO2, B6
Occupational Therapists	880	1,075	2.2	32.44	67,491	3	B2, B7, B9, B3, SO5, SO6
Personal Financial Advisors	1,450	2,000	3.8	32.34	67,260	5	B3, B9, B7, SY1, B10
Network Systems and Data Communications Analysts	2,625	4,050	5.4	32.20	66,972	5	SY2, B1, B2, C1, B3, B6, T6, B9, SY3
Food Scientists and Technologists	375	425	1.3	32.11	66,791	5	B2, B7, B10, B1, B3, B9
Dental Hygienists	1,890	2,480	3.1	31.25	65,005	6	B2, B9, B3, B7, SO6
Instructional Coordinators	1,270	1,500	1.8	30.96	64,389	3	B7, B9, B4, B10, B1, B2, B6
Network and Computer Systems Administrators	3,270	3,885	1.9	30.91	64,276	5	B3, B7, SY2, C1, SY1, B6, SY3
Environmental Scientists and Specialists, Including Health	860	1,040	2.1	30.85	64,166	3	B8, B3, B7, B9, B2, B10
Securities, Commodities, and Financial Services Sales Agents	3,615	4,280	1.8	30.37	63,174	5	B9, B2, B3, SO4, B7, SY2
Operations Research Analysts	810	955	1.8	30.18	62,786	3	B3, B5, C1, B7, SY1, SY2, SY3
Speech-Language Pathologists	1,075	1,205	1.3	29.82	62,015	3	B2, SO6, B9, B3, B7, B10
Art, Drama, and Music Teachers, Postsecondary	925	1,060	1.5	29.75	61,872	2	SO2, B9, B4, B7, B2, B3, B6, B10
Accountants and Auditors	11,640	14,270	2.3	29.72	61,813	5	B2, B5, B7, B10, B9
Logisticians	460	555	2.1	29.50	61,374	5	B3, B2, C1, B6, B7
Probation Officers and Correctional Treatment Specialists	520	600	1.5	29.47	61,304	5	SO6, B9, B2, B3, B6

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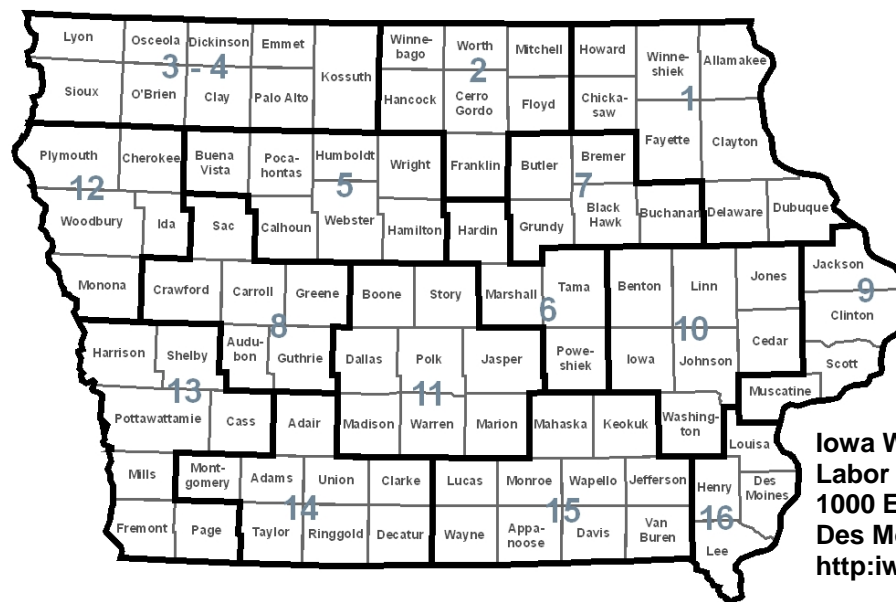
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Legend/Methodology/Selection Criteria:

Occupations were selected based on the annual growth rate from Iowa's 2008-2018 occupational projections and the mean annual salary from the 2011 Iowa Wage Survey (residual or undefined occupations were not included). To be considered a high demand, high salary occupation required that occupations achieve a higher annual growth rate than Iowa's 1.0% average **and** also have a higher salary than the state mean midpoint of \$37,829. From this process, the top occupations became the **Hot 50 Jobs**.

***Mean Wage**, also known as the average wage, is computed by dividing the estimated total wage for a reported occupation by its weighted employment; N.A. = Not Available; Compensation data based on 2011 Iowa Wage Survey unless otherwise noted; Missing compensation data may be derived from calculation or proration of reported wage/salary data if available; Occupations with limited or no compensation data (which inhibits either wage or salary calculated derivations) are subsequently omitted from any methodological calculations.

****Education/Training Level** provides categorically the most significant education or training pathway to employment for each occupation according to the U.S. Department of Labor's Bureau of Labor Statistics (BLS). There may be alternative pathways into an occupation, however, as well as additional educational, training, or licensing requirements. Iowa Workforce Development (IWD) will use Iowa requirements when available. The levels are as follows: 1 = First Professional degree; 2 = Doctoral degree; 3 = Master's degree; 4 = Bachelor's or higher degree, plus work experience; 5 = Bachelor's degree; 6 = Associate degree; 7 = Postsecondary vocational training; 8 = Work experience in a related occupation; 9 = Long-term on-the-job training; 10 = Moderate-term on-the-job training; 11 = Short-term on-the-job training.

*****Top Skills** refers to those skills identified through questionnaire responses by sampled workers and occupation experts by the U.S. Department of Labor's Occupational Information Network (O*NET) as being the top five (or more if tied) most important for a particular occupation. These include: **Basic Skills:** B1 = Active Learning; B2 = Active Listening; B3 = Critical Thinking; B4 = Learning Strategies; B5 = Mathematics; B6 = Monitoring; B7 = Reading Comprehension; B8 = Science; B9 = Speaking; B10 = Writing; **Complex Problem Solving Skills:** C1 = Complex Problem Solving; **Resource Management Skills:** R1 = Management of Financial Resources; R2 = Management of Material Resources; R3 = Management of Personnel Resources; R4 = Time Management; **Social Skills:** SO1 = Coordination; SO2 = Instructing; SO3 = Negotiation; SO4 = Persuasion; SO5 = Service Orientation; SO6 = Social Perceptiveness; **Systems Skills:** SY1 = Judgment and Decision Making; SY2 = Systems Analysis; SY3 = Systems Evaluation; and **Technical Skills:** T1 = Equipment Maintenance; T2 = Equipment Selection; T3 = Installation; T4 = Operation and Control; T5 = Operation Monitoring; T6 = Operations Analysis; T7 = Programming; T8 = Quality Control Analysis; T9 = Repairing; T10 = Technology Design; T11 = Troubleshooting.

Sources:

Education/Training Level: Bureau of Labor Statistics, U.S. Department of Labor; **Employment:** 2008-2018 Occupational Projections (based on 2008 annual employment data), Labor Market and Workforce Information Division, Iowa Workforce Development; **Skills:** Occupational Information Network (O*NET), Employment and Training Administration, U.S. Department of Labor; **Wages:** 2011 Iowa Wage Survey estimates, Labor Market and Workforce Information Division, Iowa Workforce Development. Estimates developed from the May 2010 Occupational Employment Statistics (OES) Wage Survey updated to the second quarter of 2011 using the Employment Cost Index.

This publication was produced by the Labor Market and Workforce Information Division of Iowa Workforce Development. Inquiries may be directed to Brent Paulson at 515.281.3439 or Brent.Paulson@iwd.iowa.gov. Visit <http://iwin.iowaworkforce.org/> to obtain the latest workforce data and trends including this document under the **Publications** tab. Published 12/2011.