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THREE RIVERS WORKFORCE INVESTMENT BOARD

Sales and Related Occupations in Allegheny County 2015-2025



Sales and Related Occupations

Regions

Code	Description
42003	Allegheny County, PA

Timeframe

2015 - 2025

Datarun

2016.1 – QCEW Employees



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Occupation Summary for Sales and Related Occupations

69,888 Jobs (2015) 3% below National average	-0.6% % Change (2015-2025) Nation: 9.3%	\$17.11/hr Median Hourly Earnings Nation: \$15.97/hr
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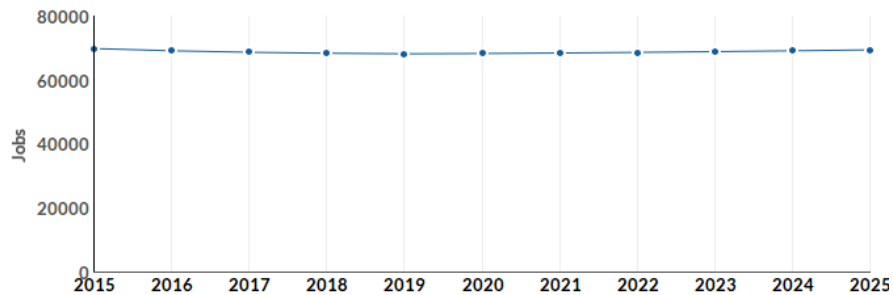


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Growth

69,888 2015 Jobs	69,485 2025 Jobs	-403 Change (2015-2025)	-0.6% % Change (2015-2025)
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Occupation	2015 Jobs	2025 Jobs	Change	% Change
First-Line Supervisors of Retail Sales Workers (41-1011)	4,916	4,976	60	1%
First-Line Supervisors of Non-Retail Sales Workers (41-1012)	1,292	1,278	-14	-1%
Cashiers (41-2011)	16,124	15,357	-767	-5%
Gaming Change Persons and Booth Cashiers (41-2012)	72	98	26	36%
Counter and Rental Clerks (41-2021)	2,022	2,007	-15	-1%
Parts Salespersons (41-2022)	1,062	1,098	36	3%
Retail Salespersons (41-2031)	22,841	23,216	375	2%
Advertising Sales Agents (41-3011)	744	730	-14	-2%
Insurance Sales Agents (41-3021)	2,498	2,592	94	4%
Securities, Commodities, and Financial Services Sales Agents (41-3031)	1,722	1,749	27	2%
Travel Agents (41-3041)	275	194	-81	-29%



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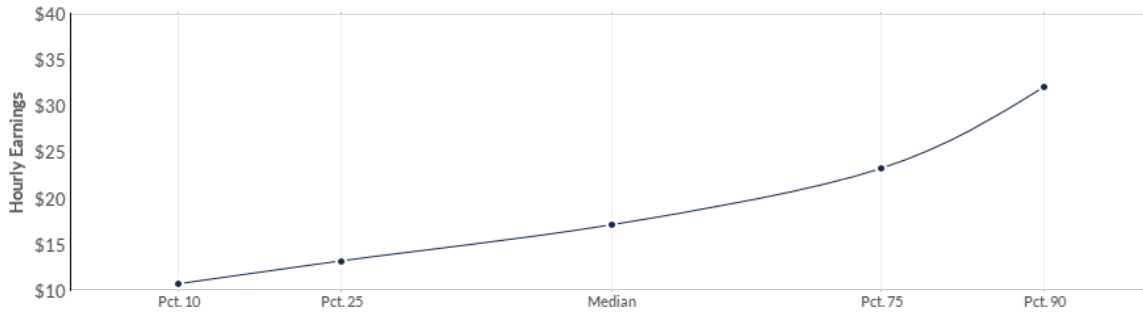
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Occupation	2015 Jobs	2025 Jobs	Change	% Change
Sales Representatives, Services, All Other (41-3099)	5,292	5,420	128	2%
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)	1,044	1,069	25	2%
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)	6,496	6,326	-170	-3%
Demonstrators and Product Promoters (41-9011)	423	430	7	2%
Models (41-9012)	7	7	0	0%
Real Estate Brokers (41-9021)	139	136	-3	-2%
Real Estate Sales Agents (41-9022)	1,231	1,218	-13	-1%
Sales Engineers (41-9031)	397	397	0	0%
Telemarketers (41-9041)	992	869	-123	-12%
Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091)	13	13	0	0%
Sales and Related Workers, All Other (41-9099)	287	306	19	7%



Percentile Earnings

\$13.20/hr 25th Percentile Earnings	\$17.11/hr Median Earnings	\$23.23/hr 75th Percentile Earnings
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Occupation	25th Percentile Earnings	Median Earnings	75th Percentile Earnings
First-Line Supervisors of Retail Sales Workers (41-1011)	\$15.69	\$19.43	\$25.94
First-Line Supervisors of Non-Retail Sales Workers (41-1012)	\$31.95	\$45.02	\$59.64
Cashiers (41-2011)	\$8.45	\$9.21	\$10.39
Gaming Change Persons and Booth Cashiers (41-2012)	\$11.47	\$13.79	\$17.54
Counter and Rental Clerks (41-2021)	\$8.96	\$11.26	\$15.36
Parts Salespersons (41-2022)	\$12.11	\$14.94	\$19.16
Retail Salespersons (41-2031)	\$8.96	\$10.67	\$14.18
Advertising Sales Agents (41-3011)	\$19.66	\$27.69	\$49.79
Insurance Sales Agents (41-3021)	\$19.54	\$28.09	\$37.60
Securities, Commodities, and Financial Services Sales Agents (41-3031)	\$24.53	\$37.97	\$70.64
Travel Agents (41-3041)	\$12.33	\$15.27	\$20.62
Sales Representatives, Services, All Other (41-3099)	\$19.01	\$27.64	\$37.32
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)	\$24.88	\$36.09	\$49.60



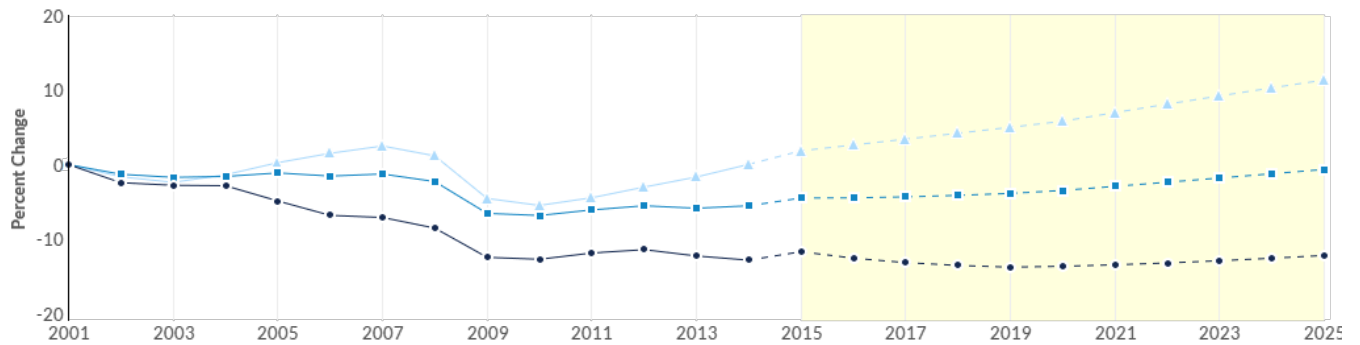
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Occupation	25th Percentile Earnings	Median Earnings	75th Percentile Earnings
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)	\$21.20	\$29.27	\$40.21
Demonstrators and Product Promoters (41-9011)	\$9.79	\$11.63	\$17.06
Models (41-9012)	\$14.27	\$16.33	\$24.64
Real Estate Brokers (41-9021)	\$26.77	\$42.43	\$80.62
Real Estate Sales Agents (41-9022)	\$20.76	\$28.23	\$39.40
Sales Engineers (41-9031)	\$33.33	\$41.01	\$47.34
Telemarketers (41-9041)	\$8.64	\$10.18	\$14.77
Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091)	\$12.04	\$14.55	\$21.46
Sales and Related Workers, All Other (41-9099)	\$11.84	\$17.79	\$26.15



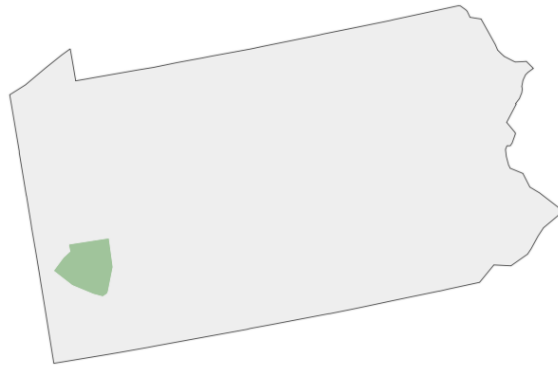
Regional Trends



	Region	2015 Jobs	2025 Jobs	Change	% Change
●	Region	69,888	69,485	-403	-0.6%
●	State	583,676	607,122	23,446	4.0%
●	Nation	14,476,950	15,826,439	1,349,489	9.3%



Regional Breakdown



* Highlighted areas show counties that contain the selected zip codes


ZIP	2025 Jobs
Pittsburgh, PA 15237 (in Allegheny county)	5,462
Pittsburgh, PA 15205 (in Allegheny county)	4,423
Pittsburgh, PA 15222 (in Allegheny county)	4,349
Monroeville, PA 15146 (in Allegheny county)	4,138
Pittsburgh, PA 15219 (in Allegheny county)	2,287



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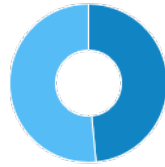
Job Postings Summary


<p>4,925 Unique Postings (Mar 2016)</p> <p>35,863 Total Postings</p>	<p>7 : 1 Posting Intensity (Mar 2016)</p> <p>Regional Average: 7 : 1</p> 
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There were **35,863** total job postings for 22 Occupations in March 2016, of which **4,925** were unique. These numbers give us a Posting Intensity of **7-to-1**, meaning that for every 7 postings there is 1 unique job posting. This is close to the Posting Intensity for all other occupations and companies in the region (7-to-1), indicating they are putting average effort toward hiring this position.



Occupation Gender Breakdown



	Gender	2015 Jobs	2015 Percent
•	Males	33,880	48.5% 
•	Females	36,008	51.5% 



Occupation Age Breakdown



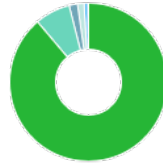
	Age	2015 Jobs	2015 Percent
●	14-18	3,092	4.4% ■
●	19-24	12,603	18.0% ■
●	25-34	13,535	19.4% ■
●	35-44	11,105	15.9% ■
●	45-54	13,378	19.1% ■
●	55-64	11,595	16.6% ■
●	65+	4,580	6.6% ■










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Occupation Race/Ethnicity Breakdown



	Race/Ethnicity	2015 Jobs	2015 Percent
●	White	62,062	88.8% 
●	Black or African American	5,049	7.2% 
●	Hispanic or Latino	1,199	1.7% 
●	Asian	937	1.3% 
●	Two or More Races	536	0.8% 
●	American Indian or Alaska Native	75	0.1% 
●	Native Hawaiian or Other Pacific Islander	28	0.0% 



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Occupational Programs

12 Programs (2014)	205 Completions (2014)	3,158 Openings (2014)
CIP Code	Program	Completions (2014)
52.9999	Business, Management, Marketing, and Related Support Services, Other	98
52.1904	Apparel and Accessories Marketing Operations	41
09.0903	Advertising	29
52.1803	Retailing and Retail Operations	24
52.0807	Investments and Securities	12



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Industries Employing Sales and Related Occupations

Industry	Occupation Group Jobs in Industry (2015)	% of Occupation Group in Industry (2015)	% of Total Jobs in Industry (2015)
Supermarkets and Other Grocery (except Convenience) Stores	5,217	7.5%	42.7%
Gasoline Stations with Convenience Stores	2,655	3.8%	80.4%
Discount Department Stores	2,554	3.7%	62.2%
Family Clothing Stores	2,497	3.6%	89.1%
New Car Dealers	2,221	3.2%	36.8%



Appendix A - Occupations

Code	Description
41-1011	First-Line Supervisors of Retail Sales Workers
41-1012	First-Line Supervisors of Non-Retail Sales Workers
41-2011	Cashiers
41-2012	Gaming Change Persons and Booth Cashiers
41-2021	Counter and Rental Clerks
41-2022	Parts Salespersons
41-2031	Retail Salespersons
41-3011	Advertising Sales Agents
41-3021	Insurance Sales Agents
41-3031	Securities, Commodities, and Financial Services Sales Agents
41-3041	Travel Agents
41-3099	Sales Representatives, Services, All Other
41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products
41-9011	Demonstrators and Product Promoters
41-9012	Models
41-9021	Real Estate Brokers
41-9022	Real Estate Sales Agents
41-9031	Sales Engineers
41-9041	Telemarketers
41-9091	Door-to-Door Sales Workers, News and Street Vendors, and Related Workers
41-9099	Sales and Related Workers, All Other



Appendix B - Data Sources and Calculations

Location Quotient

Location quotient (LQ) is a way of quantifying how concentrated a particular industry, cluster, occupation, or demographic group is in a region as compared to the nation. It can reveal what makes a particular region unique in comparison to the national average.

Occupation Data

EMSI occupation employment data are based on final EMSI industry data and final EMSI staffing patterns. Wage estimates are based on Occupational Employment Statistics (QCEW and Non-QCEW Employees classes of worker) and the American Community Survey (Self-Employed and Extended Proprietors). Occupational wage estimates also affected by county-level EMSI earnings by industry.

Completers Data

The completers data in this report is taken directly from the national IPEDS database published by the U.S. Department of Education's National Center for Education Statistics.

Institution Data

The institution data in this report is taken directly from the national IPEDS database published by the U.S. Department of Education's National Center for Education Statistics.

Industry Data

EMSI industry data have various sources depending on the class of worker. (1) For QCEW Employees, EMSI primarily uses the QCEW (Quarterly Census of Employment and Wages), with supplemental estimates from County Business Patterns and Current Employment Statistics. (2) Non-QCEW employees data are based on a number of sources including QCEW, Current Employment Statistics, County Business Patterns, BEA State and Local Personal Income reports, the National Industry-Occupation Employment Matrix (NIOEM), the American Community Survey, and Railroad Retirement Board statistics. (3) Self-Employed and Extended Proprietor classes of worker data are primarily based on the American Community Survey, Nonemployer Statistics, and BEA State and Local Personal Income Reports. Projections for QCEW and Non-QCEW Employees are informed by NIOEM and long-term industry projections published by individual states.



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Staffing Patterns Data

The staffing pattern data in this report are compiled from several sources using a specialized process. For QCEW and Non-QCEW Employees classes of worker, sources include Occupational Employment Statistics, the National Industry-Occupation Employment Matrix, and the American Community Survey. For the Self-Employed and Extended Proprietors classes of worker, the primary source is the American Community Survey, with a small amount of information from Occupational Employment Statistics.

State Data Sources

This report uses state data from the following agencies: Pennsylvania Department of Labor and Industry, Center for Workforce Information and Analysis