The Greater Boston Area already claims...

- Strong comparative advantage in education, information technology, and marketing
  - Education: Ranked 2 in US
  - Information Technology: Ranked 4 in US
  - Marketing & Design: Ranked 6 in US

- Large finance, insurance, and biopharmaceutical industries
  - Biopharmaceuticals: Ranked 7 in US
  - Financial Services: Ranked 6 in US
  - Insurance Services: Ranked 5 in US

- These profiles will feature:
  - Education
  - Information Technology
  - Marketing & Design
  - Financial Services
  - Insurance
  - Biopharmaceuticals

## Key Occupations & Industry Linkages

### Industry: Education

#### Occupations in Greatest Demand
- Coaches and Scouts
- Maintenance and Repair Workers
- Engineering Technicians
- Inspectors, Testers, Sorters, Samplers, and Weighers
- Security Guards

#### Occupations with Fastest-Growing Demand
- Fitness Trainers and Aerobics Instructors
- Sales Representatives, Services
- Retail Salespersons
- Chefs and Head Cooks

#### Occupations with Highest Predicted Salaries
- Coaches and Scouts
- Office and Administrative Support Workers

### Region: Boston, MA

<table>
<thead>
<tr>
<th>Region</th>
<th>Education</th>
<th>Bachelor’s or Advanced Degree</th>
</tr>
</thead>
<tbody>
<tr>
<td>No Postsecondary</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Occupations in Greatest Demand</td>
<td>Occupations with Fastest-Growing Demand</td>
<td>Occupations with Highest Predicted Salaries</td>
</tr>
<tr>
<td>Coaches and Scouts</td>
<td>Fitness Trainers and Aerobics Instructors</td>
<td>Coaches and Scouts</td>
</tr>
<tr>
<td>Maintenance and Repair Workers</td>
<td>Sales Representatives, Services</td>
<td>Office and Administrative Support Workers</td>
</tr>
<tr>
<td>Engineering Technicians</td>
<td>Retail Salespersons</td>
<td></td>
</tr>
<tr>
<td>Inspectors, Testers, Sorters, Samplers, and Weighers</td>
<td>Chefs and Head Cooks</td>
<td></td>
</tr>
<tr>
<td>Security Guards</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Region</th>
<th>Education</th>
<th>Bachelor’s or Advanced Degree</th>
</tr>
</thead>
<tbody>
<tr>
<td>No Postsecondary</td>
<td></td>
<td></td>
</tr>
<tr>
<td>General Managers</td>
<td>Postsecondary Art, Drama, and Music Teachers</td>
<td>Lawyers</td>
</tr>
<tr>
<td>Operations Research Analysts</td>
<td>Elementary School Teachers</td>
<td>Computer and Information Systems Managers</td>
</tr>
<tr>
<td>Education Administrators</td>
<td>Postsecondary Foreign Language and Literature Teachers</td>
<td>Statisticians</td>
</tr>
<tr>
<td>Postsecondary Teachers</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Computer Occupations, All Other</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Analysis of Burning Glass job posting data

### Key Occupations & Industry Linkages

**Industry:** Information Technology  
**Region:** Boston, MA

<table>
<thead>
<tr>
<th>No Postsecondary</th>
<th>Occupations in Greatest Demand</th>
<th>Occupations with Fastest-Growing Demand</th>
<th>Occupations with Highest Predicted Salaries</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>First-Line Supervisors of Retail Sales Workers</td>
<td>Sales Representatives, Services First-Line Supervisors of Non-Retail Sales Workers</td>
<td>First-Line Supervisors of Non-Retail Sales Workers</td>
</tr>
<tr>
<td></td>
<td>Maintenance and Repair Workers Engineering Technicians</td>
<td>Inspectors, Testers, Sorters, Samplers, and Weighers Production, Planning, and Expediting Clerks</td>
<td>Security Guards Sales Representatives, Services First-Line Supervisors of Retail Sales Workers</td>
</tr>
<tr>
<td></td>
<td>Sales Representatives, Services</td>
<td>Engineering Technicians</td>
<td>Retail Salespersons</td>
</tr>
<tr>
<td></td>
<td>Security Guards</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Bachelor's or Advanced Degree</th>
<th>Occupations in Greatest Demand</th>
<th>Occupations with Fastest-Growing Demand</th>
<th>Occupations with Highest Predicted Salaries</th>
</tr>
</thead>
</table>

**Source:** Analysis of Burning Glass job posting data  
**Source:** U.S. Cluster Mapping [http://clustermapping.us/](http://clustermapping.us/)
# Key Occupations & Industry Linkages

**Industry: Marketing & Design**

## No Postsecondary

<table>
<thead>
<tr>
<th>Occupations in Greatest Demand</th>
<th>Occupations with Fastest-Growing Demand</th>
<th>Occupations with Highest Predicted Salaries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales Representatives, Services</td>
<td>First-Line Supervisors of Retail Sales Workers</td>
<td>Sales Representatives, Services</td>
</tr>
<tr>
<td>First-Line Supervisors of Food Preparation and Serving Workers</td>
<td>First-Line Supervisors of Food Preparation and Serving Workers</td>
<td>First-Line Supervisors of Retail Sales Workers</td>
</tr>
<tr>
<td>First-Line Supervisors of Retail Sales Workers</td>
<td>Payroll and Timekeeping Clerks</td>
<td></td>
</tr>
</tbody>
</table>

## Bachelor’s or Advanced Degree

<table>
<thead>
<tr>
<th>Occupations in Greatest Demand</th>
<th>Occupations with Fastest-Growing Demand</th>
<th>Occupations with Highest Predicted Salaries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products</td>
<td>Technical Writers</td>
<td>Computer and Information Systems Managers</td>
</tr>
<tr>
<td>Software Developers, Applications</td>
<td>Executive Secretaries and Executive Administrative Assistants</td>
<td>Computer Programmers</td>
</tr>
<tr>
<td>Marketing Managers</td>
<td>Designers</td>
<td>Computer and Information Research Scientists</td>
</tr>
<tr>
<td>Computer Occupations, All Other</td>
<td>General Managers</td>
<td>Computer Network Architects</td>
</tr>
<tr>
<td>General Managers</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

---

**Source:** Analysis of Burning Glass job posting data

**Source:** U.S. Cluster Mapping [http://clustermapping.us/](http://clustermapping.us/)
## Key Occupations & Industry Linkages

### Industry: Financial Services

#### Occupations in Greatest Demand
- Securities, Commodities, and Financial Services Sales Agents
- Loan Interviewers and Clerks
- Sales Representatives, Services
- Maintenance and Repair Workers
- Real Estate Sales Agents

#### Occupations with Fastest-Growing Demand
- Maintenance and Repair Workers
- Sales Representatives, Services
- Real Estate Sales Agents
- First-Line Supervisors of Mechanics, Installers, and Repairers
- Engineering Technicians

#### Occupations with Highest Predicted Salaries
- Sales Representatives, Services
- Securities, Commodities, and Financial Services Sales Agents
- First-Line Supervisors of Mechanics, Installers, and Repairers
- Loan Interviewers and Clerks

### Region: Boston, MA

#### Occupations with Selected Education Requirements

<table>
<thead>
<tr>
<th>Education Level</th>
<th>Occupations</th>
</tr>
</thead>
<tbody>
<tr>
<td>No Postsecondary</td>
<td>Financial Analysts, General and Operations Managers, Software Developers, Applications, Computer Occupations, All Other, Financial Managers</td>
</tr>
<tr>
<td>Bachelor’s or Advanced Degree</td>
<td>Computer and Information Research Scientists, Bookkeeping, Accounting, and Auditing Clerks, Web Developers, Executive Secretaries and Executive Administrative Assistants</td>
</tr>
</tbody>
</table>

Source: Analysis of Burning Glass job posting data


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# Key Occupations & Industry Linkages

## Industry: Insurance

### Occupations in Greatest Demand
- Insurance Sales Agents
- Securities, Commodities, and Financial Services Sales Agents
- Insurance Claims and Policy Processing Clerks
- Medical Records and Health Information Technicians
- Sales Representatives, Services

### Occupations with Fastest-Growing Demand
- First-Line Supervisors of Mechanics, Installers, and Repairers
- Property, Real Estate, and Community Association Managers
- First-Line Supervisors of Retail Sales Workers
- Insurance Appraisers, Auto Damage

### Occupations with Highest Predicted Salaries
- Office and Administrative Support Workers
- First-Line Supervisors of Non-Retail Sales Workers
- Medical Records and Health Information Technicians
- Inspectors, Testers, Sorters, Samplers, and Weighers
- Sales Representatives, Services

## Region: Boston, MA

### No Postsecondary
- Computer Occupations, All Other
- General Managers
- Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products
- Software Developers, Applications
- Management Analysts

### Bachelor's or Advanced Degree
- Private Detectives and Investigators
- Computer and Information Research Scientists
- Loan Officers
- Computer Network Support Specialists
- Cost Estimators

### Source:

- Analysis of Burning Glass job posting data
### Key Occupations & Industry Linkages

#### Industry: Biopharmaceuticals

#### Region: Boston, MA

<table>
<thead>
<tr>
<th>No Postsecondary</th>
<th>Bachelor’s or Advanced Degree</th>
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</thead>
<tbody>
<tr>
<td><strong>Occupations in Greatest Demand</strong></td>
<td><strong>Occupations with Fastest-Growing Demand</strong></td>
</tr>
<tr>
<td>Engineering Technicians</td>
<td>Medical Records and Health Information Technicians</td>
</tr>
<tr>
<td>Secretaries and Administrative Assistants, Except Legal, Medical, and Executive</td>
<td>Engineering Technicians</td>
</tr>
<tr>
<td>Inspectors, Testers, Sorters, Samplers, and Weighers</td>
<td>Sales Representatives, Services</td>
</tr>
<tr>
<td>First-Line Supervisors of Production and Operating Workers</td>
<td>Secretaries and Administrative Assistants, Except Legal, Medical, and Executive</td>
</tr>
<tr>
<td>Medical Records and Health Information Technicians</td>
<td>Production, Planning, and Expediting Clerks</td>
</tr>
</tbody>
</table>

<table>
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<tr>
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<td><strong>Occupations with Fastest-Growing Demand</strong></td>
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<tr>
<td>General Managers</td>
<td>Computer and Information Research Scientists</td>
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<tr>
<td>Operations Research Analysts</td>
<td>Biological Technicians</td>
</tr>
<tr>
<td>Medical Scientists</td>
<td>Public Relations Specialists</td>
</tr>
<tr>
<td>Medical and Health Services Managers</td>
<td>Market Research Analysts and Marketing Specialists</td>
</tr>
<tr>
<td>Natural Sciences Managers</td>
<td>Accountants and Auditors</td>
</tr>
</tbody>
</table>

**Source:** Analysis of Burning Glass job posting data

**Source:** U.S. Cluster Mapping [http://clustermapping.us/](http://clustermapping.us/)
Key Occupations Profile

Key Occupation: **Software Developer, Applications**

- **158,007** Job Postings in Region (2015-2019, across all industries)
- **$104,232** Advertised Salary (Salary modeled from job postings for this occupation)
- **+16%** Projected Growth (Estimated growth in employment, 2020-2030)
- **46%** Entry Level (Percent of job postings calling for 0-2 years of experience or not specifying)
- **97%** BA+ Level (Percent of job postings calling for a BA or higher)
- **58%** Within Key Industries (Percent of demand for this occupation that falls within target industries)

**Top Skills**
- Software Engineering
- Java
- Software Development
- SQL
- JavaScript
- Python

**Top Regional Employers**

- **Amazon**
- **BAE Systems**
- **Mathworks**
- **IBM**
- **Raytheon**
- **Accenture**

**Occupation Demographics**

- **White**
- **Mixed/other**
- **Black**
- **Asian or Pacific Islander**
- **Native American**
- **Latinx**

**This occupation is most important to the following industries:**
- Business Services
- Information Technology*
- Education*
- Financial Services*

* Denotes a key industry in this region

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**Key Occupations Profile**

**Key Occupation:** Web Developer

**Region:** Boston, MA

- **35,734** Job Postings in Region
  - 2015-2019, across all industries

- **$93,786** Advertised Salary
  - Salary modeled from job postings for this occupation

- **+6%** Projected Growth
  - Estimated growth in employment, 2020-2030

- **49%** Entry Level
  - Percent of job postings calling for 0-2 years of experience or not specifying

- **97%** BA+ Level
  - Percent of job postings calling for a BA or higher

- **53%** Within Key Industries
  - Percent of demand for this occupation that falls within the target industry

**Top Skills**

- JavaScript
- Web Development
- HTML5
- jQuery
- Web Application Development
- Java

**Top Regional Employers**

- World Travel Holdings
- Mathworks
- IBM
- Amazon
- Aetna Incorporated

**Top Skills**

- **20%** JavaScript
- **40%** Web Application Development
- **60%** HTML5
- **80%** Web Development
- **100%** jQuery

**Occupation Demographics**

- **White**
- **Mixed/other**
- **Black**
- **Asian or Pacific Islander**
- **Native American**
- **Latinx**

- **%**
  - 20%
  - 40%
  - 60%
  - 80%
  - 100%

* Denotes a key industry in this region

**This occupation is most important to the following industries:**

- Hospitality & Tourism
- Marketing*
- Business Services
- Insurance Services*

* Denotes a key industry in this region
Key Occupations Profile

**Key Occupation:** Computer and Information Research Scientist

**Region:** Boston, MA

- **8,633** Job Postings in Region (2015-2019, across all industries)
- **$110,808** Advertised Salary (Salary modeled from job postings for this occupation)
- **+9%** Projected Growth (Estimated growth in employment, 2020-2030)
- **53%** Entry Level (Percent of job postings calling for 0-2 years of experience or not specifying)
- **>99%** BA+ Level (Percent of job postings calling for a BA or higher)
- **64%** Within Key Industries (Percent of demand for this occupation that falls within the target industry)

**Top Skills**
- Data Science
- Python
- Machine Learning
- SQL
- Java
- Big Data

**Top Regional Employers**
- BAE Systems
- Amazon
- Liberty Mutual
- Aetna Incorporated
- Deloitte
- MITRE Corporation

**Occupation Demographics**

- **Bachelor's Degree Labor Force**
- **Workers in This Occupation**

- **Percent of Workers**
  - White
  - Mixed/other
  - Black
  - Asian or Pacific Islander
  - Native American
  - Latinx

- **Denotes a key industry in this region**
- Education*
- Business Services
- Insurance*
- Biopharmaceuticals*

* Denotes a key industry in this region
Key Occupations Profile

Key Occupation: **Information Security Analysts**

- **18,372** Job Postings in Region 2015-2019, across all industries
- **$97,554** Advertised Salary  Salary modeled from job postings for this occupation
- **+17%** Projected Growth  Estimated growth in employment, 2020-2030
- **45%** Entry Level  Percent of job postings calling for 0-2 years of experience or not specifying
- **93%** BA+ Level  Percent of job postings calling for a BA or higher
- **49%** Within Key Industries  Percent of demand for this occupation that falls within the target industry

**Top Skills**
- Information Security: 8,000
- Information Systems: 4,000
- Linux: 8,000
- Network Security: 4,000
- Project Management: 4,000
- UNIX: 4,000

**Top Regional Employers**
- State Street Bank
- Raytheon
- MITRE Corporation
- Deloitte
- BAE Systems
- Lincoln Laboratory

**Top Skills**

- **Number of Postings**
- **Occupation Demographics**
- **Bachelor’s Degree Labor Force**
- **Workers in This Occupation**

**Region: Boston, MA**

- **Key Occupations Profile**
- **Within Key Industries**
- **Projected Growth**
- **Entry Level**
- **Advertised Salary**
- **Job Postings in Region**
- **Top Skills**
- **Top Regional Employers**
- **Occupation Demographics**

This occupation is most important to the following industries:
- Business Services
- Financial Services*
- Education*
- Information Technology*

* Denotes a key industry in this region

**Latinx**
- **Native American**
- **Asian or Pacific Islander**
- **Black**
- **Mixed/other**
- **White**

**Percent of Workers**

- 20% 40% 60% 80% 100%

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Key Occupations Profile

**Key Occupation: Medical Records and Health Information Technicians**

**Region: Boston, MA**

- **14,225** Job Postings in Region (2015-2019, across all industries)
- **$57,713** Advertised Salary (Salary modeled from job postings for this occupation)
- **+5%** Projected Growth (Estimated growth in employment, 2020-2030)
- **66%** Entry Level (Percent of job postings calling for 0-2 years of experience or not specifying)
- **53%** BA+ Level (Percent of job postings calling for a BA or higher)
- **33%** Within Key Industries (Percent of demand for this occupation that falls within the target industry)

**Top Skills**

- Medical Coding
- Customer Billing
- Medical Billing
- Customer Service
- Medical Records

**Top Regional Employers**

- Partners Healthcare
- Beth Israel Deaconess Medical Center
- Anthem Blue Cross
- Lahey Health
- Boston Medical Center
- Lahey Clinic

**Occupation Demographics**

- White
- Mixed/other
- Black
- Asian or Pacific Islander
- Native American
- Latinx

**Top Skills Number of Postings**

<table>
<thead>
<tr>
<th>Skill</th>
<th>1,000</th>
<th>2,000</th>
<th>3,000</th>
<th>4,000</th>
<th>5,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Medical Coding</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Customer Billing</td>
<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medical Billing</td>
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<td></td>
</tr>
<tr>
<td>Customer Service</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medical Records</td>
<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Top Regional Employers Job Postings (2015-2019)**

<table>
<thead>
<tr>
<th>Employer</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Partners Healthcare</td>
<td>600</td>
</tr>
<tr>
<td>Beth Israel Deaconess Medical Center</td>
<td>400</td>
</tr>
<tr>
<td>Anthem Blue Cross</td>
<td>300</td>
</tr>
<tr>
<td>Lahey Health</td>
<td>200</td>
</tr>
<tr>
<td>Boston Medical Center</td>
<td>100</td>
</tr>
<tr>
<td>Lahey Clinic</td>
<td>100</td>
</tr>
</tbody>
</table>

**This occupation is most important to the following industries:**

- Local Health Services
- Insurance*
- Education*
- Biopharmaceuticals*

* Denotes a key industry in this region
Key Occupations Profile

Key Occupation: Securities, Commodities, and Financial Services Sales Agents

14,720
Job Postings in Region
2015-2019, across all industries

$44,779
Advertised Salary
Salary modeled from job postings for this occupation

+1%
Projected Growth
Estimated growth in employment, 2020-2030

87%
Entry Level
Percent of job postings calling for 0-2 years of experience or not specifying

39%
BA+ Level
Percent of job postings calling for a BA or higher

34%
Within Key Industries
Percent of demand for this occupation that falls within the target industry

Region: Boston, MA

Top Skills
Customer Service
Product Sales
Customer Contact
Cash Handling
Sales Goals

Number of Postings
2,000 4,000 6,000 8,000 10,000

Top Regional Employers
Santander
Citizens Financial Group
Bank of America
New York Life
People's United Bank
Mutual of Omaha Company

Job Postings (2015-2019)
1,000 2,000 3,000

Occupation Demographics

This occupation is most important to the following industries:
Local Financial Services
Financial Services*
Insurance*
Business Services

* Denotes a key industry in this region

Workers in This Occupation

Workers in This Occupation

High School Labor Force

Workers in This Occupation