



Management Occupations

11-1021	General and Operations Managers
11-2011	Advertising and Promotions Managers
11-2022	Sales Managers
11-3011	Administrative Services Managers
11-3021	Computer and Information Systems Managers
11-3051	Industrial Production Managers
11-3061	Purchasing Managers
11-3071	Transportation, Storage, and Distribution Managers
11-9013	Farmers, Ranchers, and Other Agricultural Managers
11-9051	Food Service Managers
11-9199	Managers, All Other

Visit https://www.bls.gov/soc/major_groups.htm for more information.

Emsi Q1 2017 Data Set

March 2017

Sonoma County Economic Development Board



Percentile Earnings

Presented below are the salary ranges for the occupations included in this report. In general, the 25th percentile earnings represent the wage one might expect to receive at an entry level position for a given occupation if they have the appropriate skills, training, and certifications. Wage growth could be expected to follow the path depicted in the graph as the employee successfully completes job training and gains experience in the occupation. A more detailed explanation of percentile earnings can be found here: <https://admin.utep.edu/Default.aspx?tabid=6726>

\$32.36/hr

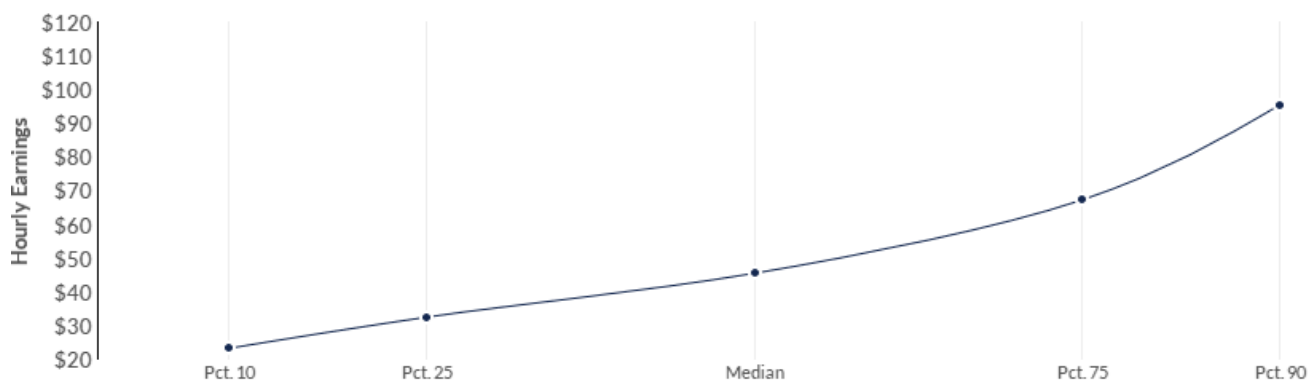
25th Percentile Earnings

\$45.40/hr

Median Earnings

\$67.22/hr

75th Percentile Earnings



Occupation	25th Percentile Earnings	Median Earnings	75th Percentile Earnings
General and Operations Managers (11-1021)	\$31.93	\$47.05	\$72.29
Advertising and Promotions Managers (11-2011)	\$31.94	\$46.95	\$71.57
Sales Managers (11-2022)	\$32.16	\$45.31	\$70.68
Administrative Services Managers (11-3011)	\$31.89	\$40.69	\$49.50
Computer and Information Systems Managers (11-3021)	\$48.13	\$58.84	\$76.37
Industrial Production Managers (11-3051)	\$32.86	\$40.71	\$57.19
Purchasing Managers (11-3061)	\$36.94	\$47.50	\$61.05
Transportation, Storage, and Distribution Managers (11-3071)	\$36.59	\$44.32	\$60.42
Farmers, Ranchers, and Other Agricultural Managers (11-9013)	\$35.90	\$44.28	\$78.76
Food Service Managers (11-9051)	\$20.95	\$25.94	\$30.52
Managers, All Other (11-9199)	\$38.35	\$60.27	\$81.27

Occupation Age Breakdown



Age	2016 Jobs	2016 Percent
14-18	5	0.1%
19-24	198	2.7%
25-34	1,345	18.1%
35-44	1,881	25.4%
45-54	2,138	28.8%
55-64	1,437	19.4%
65+	409	5.5%

Industries Employing Management Occupations

Industry	Occupation Group Jobs in Industry (2016)	% of Occupation Group in Industry (2016)	% of Total Jobs in Industry (2016)
Wineries	368	5.0%	5.2%
Local Government, Excluding Education and Hospitals	330	4.5%	3.3%
Full-Service Restaurants	295	4.0%	3.1%
Corporate, Subsidiary, and Regional Managing Offices	276	3.7%	13.0%
Crop Production	237	3.2%	8.2%

Most Relevant Hard Skills

Skill	Skill
Matrix Management	Presentations
Wines	Forecasting
Operations Management	New Product Development
Enterprise Resource Planning	Marketing
Negotiation	Product Management
Management	Consultative Selling
Conflict Resolution	Customer Experience
Restaurant Operation	Industrial Relations
Business Acumen	Business Development
Management Training	Hospitality
Operations	Customer Relationship Management
Account Management	Marketing Strategies
Supply Chain Management	Food Services
Sales	Verbal Communication Skills
Franchising	Sourcing (Recruitment)
Sales Process	Appointment Scheduling
Positioning	Customer Satisfaction
Consulting	Business Administration
Market Share	Occupational Health And Safety Administration (OSHA)
Performance Appraisal	Communications
Revenues	Time Management
Best Practices	
Food Safety	
Regional Sales	
Metrics	
Inventory Management	
Sales Management	
Performance Management	

Most Relevant Soft Skills

Skill

Leadership

Cleanliness

Career Development

Team Building

Creativity

Ethics

Leading

Listening

Coordinating

Learning

Scheduling (Project Management)

Top Certifications

Certification

Master Of Business Administration (MBA)

PMI Certified

Certified Professional In Supply Management (Standards Organizations)

Certified Purchasing Manager

Project Management Professional Certification

Commercial Driver's License (CDL)

Series 66 Uniform Investment Adviser : Combined State Laws License (Combined 63 And 65)

Series 7 General Securities Representative License (Stockbroker)

Top Companies Job Postings

Jan. 2017 - Feb. 2017

Company	Total/Unique Postings	Company	Total/Unique Postings
Oracle Corporation	2,811 / 136	Icahn Enterprises Holdings L.P.	30 / 5
Calix	85 / 23	Trincherro Family Estates	34 / 5
Jack in the Box Inc.	174 / 21	Trinity Services Group, Inc.	20 / 5
McDonald's Corporation	89 / 21	U.S. Bancorp	13 / 5
AMF Bowling Worldwide, Inc.	40 / 19	24 Hour Fitness Worldwide, Inc.	8 / 4
PetSmart, Inc.	103 / 18	Allied Building Products Corp.	28 / 4
Mary's Pizza Shack Calif.corp.	44 / 16	Appleone	22 / 4
County Of Sonoma	66 / 13	Aurora Behavioral Health Systems, LLC	47 / 4
Applebee's International, Inc.	30 / 12	California Check Cashing Stores, LLC	24 / 4
Michaels Stores, Inc.	38 / 12	El Pollo Loco Holdings, Inc.	10 / 4
BJ's Restaurants, Inc.	46 / 10	Enterprise Rent- A- Car Company	37 / 4
Massage Envy Limited, Llc	40 / 8	Graybar Electric Company, Inc.	24 / 4
Taco Bell Corp.	22 / 8	Harbor Freight Tools Usa, Inc	8 / 4
Medtronic, Inc.	60 / 7	Hologic, Inc.	10 / 4
Optical Solutions	44 / 7	Jackson Family Wines, Inc.	8 / 4
Pizza Hut, Inc.	16 / 7	Manpower Inc.	11 / 4
Radio Shack Inc	15 / 7	NTK Holdings, Inc.	8 / 4
Brookdale Senior Living, Inc.	28 / 6	Panda Restaurant Group, Inc.	9 / 4
Carl Co Inc	19 / 6	Psav	8 / 4
McDonald Franceschi LLC	18 / 6	Psav Presentation Services	8 / 4
Panda Express, Inc.	24 / 6	Robert Half International Inc.	24 / 4
Wendy's International, Inc.	14 / 6	Sofi LLC	19 / 4
24 Hour Fitness Usa, Inc.	15 / 5	Subway Restaurant	8 / 4
Coca- Cola Enterprises Inc.	28 / 5	Taylor Nelson Sofres plc	8 / 4

Appendix A - Data Sources and Calculations

The Sonoma County Economic Development Board (EDB) prepares custom EDB Job Market Tracker Reports to provide insights into current workforce demands of the local economy by analyzing online job posting data and historical job data. Data used to inform the development of this report was collected by the EDB from the data provider Economic Modeling Specialists, Inc. (Emsi), a labor market database that compiles job postings from national, public, and corporate sources. If you have any questions, please contact the EDB at 707-565-7170.

OccupationData

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.

CareerBuilder/Emsi Job Postings

Job postings are collected from various sources and processed/enriched by Careerbuilder to provide information such as standardized company name, occupation, skills, and geography. Emsi performs additional filtering and processing to improve compatibility with Emsi data.

State Data Sources

This report uses state data from the following agencies: California EDD Labor Market Information Division