

Competitive Wage Analysis											
SOC	Description	2018 Jobs	Annual Openings	Available Workers	Applicants per Opening	Avg. Hourly Earnings	10th Percentile	25th Percentile	Median	75th Percentile	90th Percentile
11-1021	General and Operations Managers	25,198	2,748	855.8	3.9	\$67.58	\$23.80	\$36.06	\$56.77	\$88.71	\$127.12
11-1031	Legislators	215	23	7.3	4.0	\$37.22	\$9.31	\$9.93	\$12.00	\$44.04	\$98.86
11-2011	Advertising and Promotions Managers	350	42	13.0	3.5	\$51.53	\$25.94	\$39.33	\$54.19	\$62.40	\$73.90
11-2021	Marketing Managers	2,369	277	85.2	3.6	\$77.33	\$43.30	\$54.31	\$72.23	\$92.88	\$143.74
11-2022	Sales Managers	3,571	400	126.5	3.8	\$74.83	\$37.01	\$51.94	\$69.07	\$91.41	\$139.78
11-2031	Public Relations and Fundraising Managers	840	89	28.4	4.0	\$63.33	\$35.92	\$44.43	\$59.17	\$77.38	\$95.00
11-3011	Administrative Services Managers	1,582	193	53.7	3.5	\$57.66	\$29.64	\$40.85	\$54.00	\$69.75	\$88.15
11-3021	Computer and Information Systems Managers	4,957	526	170.7	4.0	\$78.85	\$46.94	\$59.54	\$73.39	\$92.08	\$146.86
11-3031	Financial Managers	4,870	584	169.4	3.6	\$80.23	\$43.58	\$55.54	\$71.98	\$95.57	\$148.08
11-3051	Industrial Production Managers	665	65	24.3	4.2	\$55.65	\$26.38	\$35.56	\$50.31	\$68.14	\$88.76
11-3061	Purchasing Managers	565	61	19.1	3.9	\$66.01	\$41.77	\$52.58	\$61.94	\$74.22	\$92.31
11-3071	Transportation, Storage, and Distribution Managers	916	97	31.7	4.0	\$58.19	\$34.39	\$41.45	\$52.64	\$67.25	\$87.56
11-3111	Compensation and Benefits Managers	155	15	5.3	4.3	\$70.80	\$42.34	\$50.90	\$64.45	\$86.44	\$109.50
11-3121	Human Resources Managers	1,243	140	44.7	3.8	\$69.39	\$40.41	\$49.96	\$62.52	\$80.79	\$109.45
11-3131	Training and Development Managers	439	51	14.8	3.6	\$60.33	\$35.97	\$43.60	\$55.96	\$72.05	\$88.75
11-9013	Farmers, Ranchers, and Other Agricultural Managers	203	28	37.5	3.9	\$40.04	\$18.20	\$25.39	\$35.98	\$49.30	\$66.84
11-9021	Construction Managers	4,342	441	187.2	4.5	\$48.71	\$24.07	\$31.32	\$44.14	\$60.50	\$78.85
11-9031	Education Administrators, Preschool and Childcare Center/Program	547	61	20.3	3.9	\$27.33	\$17.82	\$20.05	\$23.55	\$32.03	\$40.88
11-9032	Education Administrators, Elementary and Secondary School	2,495	251	85.1	4.2	\$44.88	\$31.83	\$37.10	\$44.04	\$51.59	\$59.78
11-9033	Education Administrators, Postsecondary	780	79	27.6	4.2	\$52.30	\$24.62	\$31.53	\$43.15	\$60.57	\$91.73
11-9039	Education Administrators, All Other	143	20	7.1	3.3	\$49.58	\$27.33	\$38.56	\$48.29	\$58.44	\$69.30
11-9041	Architectural and Engineering Managers	2,113	195	72.0	4.6	\$82.39	\$54.92	\$63.51	\$76.87	\$94.13	\$154.02
11-9051	Food Service Managers	1,203	180	58.9	3.1	\$30.40	\$16.38	\$21.61	\$28.65	\$36.44	\$47.28
11-9061	Funeral Service Managers	42	Insf. Data	1.7	4.6	\$32.92	\$25.12	\$27.61	\$31.12	\$36.27	\$46.48
11-9071	Gaming Managers	73	Insf. Data	2.5	3.8	\$31.87	\$21.49	\$24.75	\$28.14	\$32.23	\$49.62
11-9081	Lodging Managers	364	45	18.3	3.5	\$32.98	\$20.28	\$23.73	\$29.09	\$37.75	\$54.30
11-9111	Medical and Health Services Managers	2,761	342	96.7	3.5	\$59.53	\$32.85	\$40.91	\$54.46	\$69.07	\$92.17
11-9121	Natural Sciences Managers	658	67	22.3	4.1	\$74.89	\$42.35	\$51.68	\$62.95	\$86.55	\$140.44
11-9131	Postmasters and Mail Superintendents	48	Insf. Data	1.7	5.5	\$38.61	\$30.53	\$32.67	\$36.89	\$42.18	\$50.82