The Partnership analyzed 82,856 online job postings from April through June 2013 to develop an understanding of current job demand and employer needs in Chicago and Cook County.

### IT

**TOP OCCUPATIONS**
- Software developers, applications
- Computer systems analysts
- Computer user support specialists
- Business intelligence analysts
- Computer systems engineers/architects

**HIGH DEMAND CREDENTIALS**
- Certified info. systems security professional (CISSP)
- Cisco certified network associate/professional (CCNA/CCNP)
- Microsoft certified systems engineer (MCSE)
- Project management professional (PMP)
- Certified information systems auditor (CISA)

### MANAGEMENT

**TOP OCCUPATIONS**
- Sales managers
- Medical/health services managers (i.e. Nurse mgr.)
- Marketing managers
- General & operations managers
- Financial managers

**HIGH DEMAND CREDENTIALS**
- Certified public accountant (CPA)
- Project management professional (PMP)
- Healthcare certifications (RN, First aid, CPR)
- Human resources professional
- Chartered financial analyst (CFA)

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Important note regarding changes from previous quarterly reports: This Q2 2013 report uses data from a new source, Burning Glass Technologies. Like the source used in previous reports (Help Wanted Online), Burning Glass uses web spidering technology to pull job postings from the web. This report now features the certifications most often referenced in job postings. It also reports roughly 100,000 fewer jobs than our Q1 2013 report. Both changes are due to The Partnership’s new source for this information: Burning Glass Technologies. The smaller number of postings does not indicate a steep decline in job demand. Rather, it reflects the methods and definitions employed by Burning Glass Technologies, and their methods for “unduplicating” postings and identifying inactive postings to remove them from the total counts. As always, the Where are the Jobs report should not be used as a comprehensive list of available jobs in Cook County. Some industries and occupations, such as those that are heavily unionized and those that advertise through word of mouth, tend not to post openings online so may be underrepresented here.
### SALES

**TOP OCCUPATIONS**
- Sales representatives, wholesale & manufacturing
- Retail salespersons
- Supervisors of retail sales workers
- Sales reps, technical & scientific products
- Sales agents, financial services

**HIGH DEMAND CREDENTIALS**
- Insurance agent certification
- Certified public accountant (CPA)
- Series 6
- Series 7
- Life insurance license

### BUSINESS & FINANCIAL

**TOP OCCUPATIONS**
- HR specialists
- Accountants
- Financial analysts
- Market research analysts & marketing specialists
- Management analysts

**HIGH DEMAND CREDENTIALS**
- Certified public accountant (CPA)
- Certified risk manager
- Chartered financial analyst (CFA)
- Series 7
- Certified information systems auditor (CISA)

### OFFICE & ADMINISTRATIVE

**TOP OCCUPATIONS**
- Customer service representatives
- Secretaries & administrative assistants
- Supervisors of administrative support workers
- Bookkeeping, accounting, & auditing clerks
- General office clerks

**HIGH DEMAND CREDENTIALS**
- Certified public accountant (CPA)
- Certified service manager (CSM)
- Series 7
- Healthcare certifications (First aid, CPR, acute care)
- Insurance agent certification

### EDUCATION

**TOP OCCUPATIONS**
- Postsecondary teachers
- Middle school teachers
- Secondary school teachers
- Elementary school teachers
- Tutors

**HIGH DEMAND CREDENTIALS**
- Teacher certification
- Learning behavioral specialist
- First aid, CPR
- TESOL
- Special education certification

### HEALTHCARE

**TOP OCCUPATIONS**
- Registered nurses
- Nursing assistants
- Physical therapists
- Medical records & health IT
- Medical assistants

**HIGH DEMAND CREDENTIALS**
- Registered nurse (RN)
- First aid, CPR
- Certified nursing assistant (CNA)
- Acute care certification
- Nurse practitioner

### TRANSPORTATION

**TOP OCCUPATIONS**
- Heavy truck drivers
- Light or delivery truck drivers
- Laborers and freight/stock movers
- Drivers/sales workers
- Taxi drivers/chauffeurs

**HIGH DEMAND CREDENTIALS**
- CDL/CDL Class A/B/C
- Forklift operator
- Microsoft Certified Professional (MCP)
- HAZMAT
- Air brake certification

### FOOD SERVICE

**TOP OCCUPATIONS**
- Supervisors of food workers
- Restaurant cooks/chefs/head cooks
- Food prep & serving workers
- Waiters and waitresses
- Bartenders

**HIGH DEMAND CREDENTIALS**
- Servsafe/food service sanitation
- Training for Intervention Procedures (TIPS)
- Certified dietary manager
- Acute care certification
- Food service certification (e.g. FMP)

### MANUFACTURING (included due to Partnership focus)

**TOP OCCUPATIONS**
- Supervisors of production workers
- CNC operators
- Inspectors, testers, sorters, samplers & weighers
- Bakers
- Team assemblers

**HIGH DEMAND CREDENTIALS**
- Forklift operator
- American Production and Inventory Control (APICS)
- Soldering (i.e. IPC)
- Welding (i.e. American Welding Society)
- Six Sigma