The Partnership analyzed 150,078 online job postings from October through December 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
- Computer systems engineers/architects
- Business intelligence analysts

**High Demand Credentials**
- Cisco certified network associate/professional (CCNA/CCNP)
- Certified info. systems security professional (CISSP)
- 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.)
- General & operations managers
- Marketing managers
- Financial managers

**High Demand Credentials**
- Certified public accountant (CPA)
- Project management professional (PMP)
- Healthcare certifications (RN, First aid, CPR)
- Chartered financial analyst (CFA)
- Professional in human resources (PHR)

*The previous reports covering Q2 and Q3 2013 featured some changes in ad volume and report content. As explained in a footnote in the Q2 report, initial changes stemmed from our switch to a new data source called Burning Glass Technologies. The Q3 2013 report, though still using Burning Glass, again showed a drastic change in total ad volume from one quarter to the next. Per Burning Glass, they made a switch over the last quarter to an improved spidering technology, and they added a considerable number of job ad sources to their data. This Q4 report also reflects those upgrades and shows a job volume similar to Q3. 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
- Cashiers

**High Demand Credentials**
- Insurance license/insurance agent certification
- Securities examinations (Series 6, Series 7)
- Certified public accountant (CPA)
- Life insurance license
- Real estate certification

### BUSINESS & FINANCIAL

**Top Occupations**
- HR specialists
- Accountants
- Market research analysts & marketing specialists
- Financial analysts
- Auditors

**High Demand Credentials**
- Certified public accountant (CPA)
- Certified risk manager (CRM)
- Chartered financial analyst (CFA)
- Cert. info. systems security professional (CISSP)
- 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
- Project management professional (PMP)
- Insurance agent certification

### HEALTHCARE

**Top Occupations**
- Registered nurses
- Nursing assistants
- Occupational therapists
- Medical records & health IT
- Speech-language pathologists

**High Demand Credentials**
- Registered nurse (RN)
- First aid, CPR
- Certified nursing assistant (CNA)
- Nurse practitioner
- Acute care certification

### TRANSPORTATION

**Top Occupations**
- Heavy truck drivers
- Laborers and freight/stock movers
- Light or delivery truck drivers
- Drivers/sales workers
- Cleaner of vehicles & equipment

**High Demand Credentials**
- Commercial driver’s license (CDL)
- Forklift operator certification
- Healthcare certifications (First aid/CPR)
- Microsoft certified professional
- Air brake certification

### FOOD SERVICE

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

**High Demand Credentials**
- Servsafe/food service sanitation
- Training for Intervention Procedures (TIPS)
- Food service certification (e.g. FMP)
- Healthcare certifications (First aid, CPR, acute care)
- Registered dietitian

### PERSONAL CARE & SERVICE

**Top Occupations**
- Childcare workers
- Hairstylists
- Nannies
- Personal care aides
- Supervisors of personal service workers

**High Demand Credentials**
- Cosmetology license
- First aid, CPR
- Licensed barber
- Personal fitness trainer certification
- Group exercise instructor

### 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 certification
- American Society for Quality (ASQ) certification
- EPA certification
- Certified quality engineer
- Certified mechanical inspector