

KENTUCKY'S BUSINESS & IT SERVICES INDUSTRY

Operations Management Career Pathway

SALES

FINANCIAL MANAGEMENT

GENERAL MANAGEMENT

Higher-Skilled Occupations

General & Operations Managers

Average Annual Earnings: \$94,157
 Five-Year Openings: 6,204 *
 Work Experience Required: 5 years or more
 On-the-Job Training: None
 Minimum Education Required: Bachelor's Degree

Sales Managers

Average Annual Earnings: \$110,860
 Five-Year Openings: 615 *
 Work Experience Required: Less than 5 years
 On-the-Job Training: None
 Minimum Education Required: Bachelor's Degree

Sales Engineers

Average Annual Earnings: \$80,463
 Five-Year Openings: 114 *
 Work Experience Required: 5 years or more
 On-the-Job Training: Short-term
 Minimum Education Required: Bachelor's Degree

Middle-Skilled Occupations

Marketing Research Analysts & Marketing Specialists

Average Annual Earnings: \$56,992
 Five-Year Openings: 606 *
 Work Experience Required: None
 On-the-Job Training: None
 Minimum Education Required: Bachelor's Degree

First-Line Supervisors of Non-Retail Sales Workers

Average Annual Earnings: \$69,560
 Five-Year Openings: 589 *
 Work Experience Required: Less than 5 years
 On-the-Job Training: None
 Minimum Education Required: High School Diploma/GED

Sales Representatives **

Average Annual Earnings: \$65,502
 Five-Year Openings: 5,651 *
 Work Experience Required: None
 On-the-Job Training: Moderate-term
 Minimum Education Required: High School Diploma/GED

Entry-Level Occupations

Retail Salespeople

Average Annual Earnings: \$25,006
 Five-Year Openings: 11,636 *
 Work Experience Required: None
 On-the-Job Training: Short-term
 Minimum Education Required: No formal educational credential

Cashiers

Average Annual Earnings: \$19,645
 Five-Year Openings: 10,708 *
 Work Experience Required: None
 On-the-Job Training: Short-term
 Minimum Education Required: No formal educational credential

Higher-Skilled Occupations

General & Operations Managers

Average Annual Earnings: \$94,157
 Five-Year Openings: 6,204 *
 Work Experience Required: 5 years or more
 On-the-Job Training: None
 Minimum Education Required: Bachelor's Degree

Financial Managers

Average Annual Earnings: \$101,493
 Five-Year Openings: 1,569 *
 Work Experience Required: 5 years or more
 On-the-Job Training: None
 Minimum Education Required: Bachelor's Degree

Middle-Skilled Occupations

Accountants & Auditors

Average Annual Earnings: \$65,517
 Five-Year Openings: 2,639 *
 Work Experience Required: None
 On-the-Job Training: None
 Minimum Education Required: Bachelor's Degree

First-Line Supervisors of Office & Administrative Support Workers

Average Annual Earnings: \$49,048
 Five-Year Openings: 3,850 *
 Work Experience Required: Less than 5 years
 On-the-Job Training: None
 Minimum Education Required: High School Diploma/GED

Purchasing Agents

Average Annual Earnings: \$59,691
 Five-Year Openings: 627 *
 Work Experience Required: None
 On-the-Job Training: Long-term
 Minimum Education Required: Bachelor's Degree

Entry-Level Occupations

Bookkeeping, Accounting, & Auditing Clerks

Average Annual Earnings: \$36,372
 Five-Year Openings: 1,100 *
 Work Experience Required: None
 On-the-Job Training: Moderate-term
 Minimum Education Required: Some College, no degree

Billing & Posting Clerks

Average Annual Earnings: \$34,049
 Five-Year Openings: 2,039 *
 Work Experience Required: None
 On-the-Job Training: Moderate-term
 Minimum Education Required: High School Diploma/GED

Higher-Skilled Occupations

General & Operations Managers

Average Annual Earnings: \$94,157
 Five-Year Openings: 6,204 *
 Work Experience Required: 5 years or more
 On-the-Job Training: None
 Minimum Education Required: Bachelor's Degree

Management Analysts

Average Annual Earnings: \$80,530
 Five-Year Openings: 670 *
 Work Experience Required: Less than 5 years
 On-the-Job Training: None
 Minimum Education Required: Bachelor's Degree

Business Operations & Information Security Specialists

Average Annual Earnings: \$66,042
 Five-Year Openings: 1,649 *
 Work Experience Required: Less than 5 years
 On-the-Job Training: None
 Minimum Education Required: Bachelor's Degree

Middle-Skilled Occupations

Training & Development Specialists

Average Annual Earnings: \$58,672
 Five-Year Openings: 704 *
 Work Experience Required: Less than 5 years
 On-the-Job Training: None
 Minimum Education Required: Bachelor's Degree

First-Line Supervisors of Office & Administrative Support Workers

Average Annual Earnings: \$49,048
 Five-Year Openings: 3,850 *
 Work Experience Required: Less than 5 years
 On-the-Job Training: None
 Minimum Education Required: High School Diploma/

Entry-Level Occupations

Secretaries & Administrative Assistants

Average Annual Earnings: \$31,993
 Five-Year Openings: 3,202 *
 Work Experience Required: None
 On-the-Job Training: Short-term
 Minimum Education Required: High School Diploma/GED

Office Clerks, General

Average Annual Earnings: \$29,666
 Five-Year Openings: 3,808 *
 Work Experience Required: None
 On-the-Job Training: Short-term
 Minimum Education Required: High School Diploma/GED

Receptionists & Information Clerks

Average Annual Earnings: \$26,522
 Five-Year Openings: 3,891 *
 Work Experience Required: None
 On-the-Job Training: Short-term
 Minimum Education Required: High School Diploma/GED

* Some occupations cross multiple industries. Five-Year Openings projections provided here are cross-industry, not industry-specific

** This occupational category includes several different Sales Representative occupations, which may differ slightly in their minimum requirements for entry.