



Strategic Industry Profiles

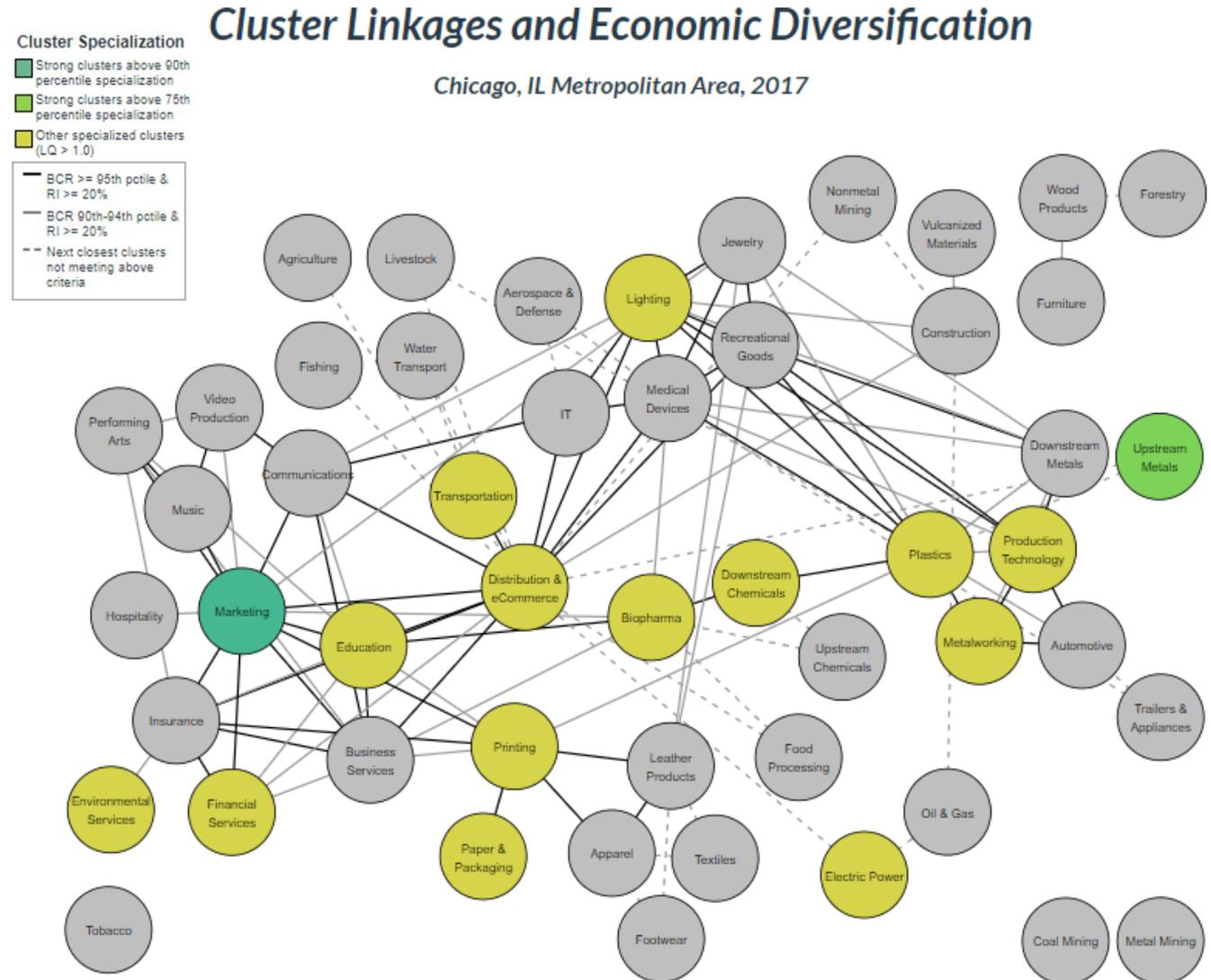
Chicago Metropolitan Area

January 2021

Region Overview of Strategic Industries

The Chicago Area already claims...

- Greatest comparative advantage in **upstream metal manufacturing**
 - Upstream Metal Manufacturing: Ranked 1 in US
- Strong comparative advantage in **Marketing**
 - Marketing: Ranked 4 in US
- Large **transportation, distribution, business, finance, and education** sectors
 - Transportation: Ranked 3 in US
 - Distribution & E-Commerce: Ranked 3 in US
 - Business Services: Ranked 4 in US
 - Financial Services: Ranked 4 in US
 - Education: Ranked 5 in US
- These profiles will feature:
 - Marketing & Design
 - Business Services
 - Distribution & eCommerce
 - Transportation & Logistics
 - Financial Services
 - Education
 - Upstream Metal Manufacturing

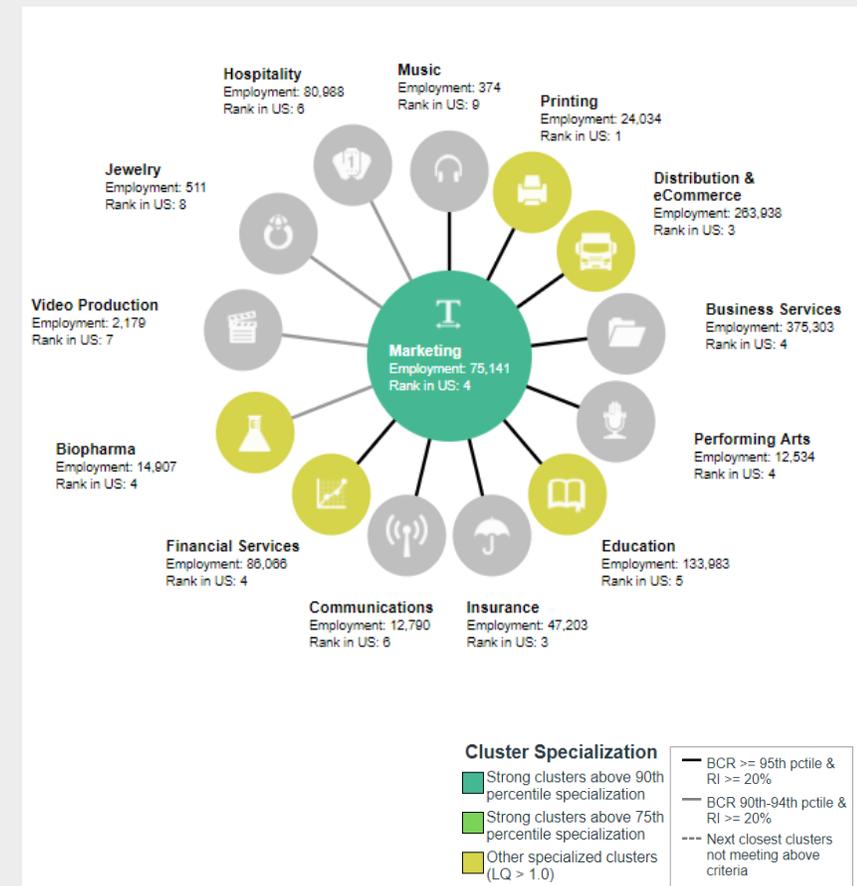


Key Occupations & Industry Linkages

Industry: **Marketing & Design**

Region: **Chicago, IL**

	Occupations in Greatest Demand	Occupations with Fastest-Growing Demand	Occupations with Highest Predicted Salaries
No Postsecondary	Customer Service Representatives Sales Representatives, Services First-Line Supervisors of Retail Sales Workers Secretaries and Administrative Assistants, Except Legal, Medical, and Executive Sales and Related Workers, All Other	Secretaries and Administrative Assistants, Except Legal, Medical, and Executive Sales and Related Workers, All Other First-Line Supervisors of Food Preparation and Serving Workers First-Line Supervisors of Non-Retail Sales Workers	First-Line Supervisors of Non-Retail Sales Workers Sales Representatives, Services First-Line Supervisors of Food Preparation and Serving Workers Food Service Managers
Bachelor's or Advanced Degree	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products Market Research Analysts and Marketing Specialists Marketing Managers General Managers Public Relations Specialists	Computer and Information Research Scientists Architectural and Engineering Managers Interior Designers Computer Systems Analysts Administrative Services Managers	Computer and Information Research Scientists Lawyers Financial Managers Software Developers, Applications Database Administrators



Source: Analysis of Burning Glass job posting data

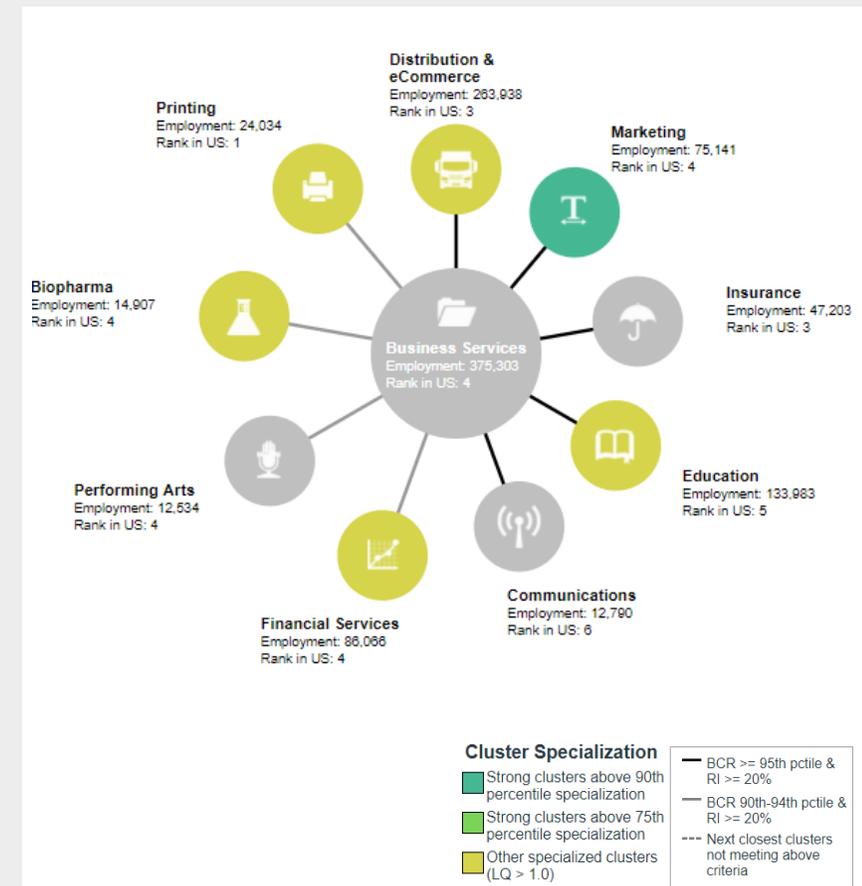
Source: U.S. Cluster Mapping <http://clustermapping.us/>

Key Occupations & Industry Linkages

Industry: **Business Services**

Region: **Chicago, IL**

	Occupations in Greatest Demand	Occupations with Fastest-Growing Demand	Occupations with Highest Predicted Salaries
No Postsecondary	Customer Service Representatives Secretaries and Administrative Assistants, Except Legal, Medical, and Executive Maintenance and Repair Workers Retail Salespersons Medical Records and Health Information Technicians	Light Truck or Delivery Services Drivers Security Guards Taxi Drivers and Chauffeurs First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators Photographic Process Workers and Processing Machine Operators	First-Line Supervisors of Non-Retail Sales Workers Medical Records and Health Information Technicians Real Estate Sales Agents Sales Representatives, Services First-Line Supervisors of Production and Operating Workers
Bachelor's or Advanced Degree	Computer Occupations, All Other Software Developers, Applications General Managers Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products Management Analysts	Graphic Designers Life, Physical, and Social Science Technicians Personal Financial Advisors Cost Estimators Designers	Chief Executives Computer and Information Systems Managers Computer and Information Research Scientists Lawyers Financial Managers



Source: Analysis of Burning Glass job posting data

Source: U.S. Cluster Mapping <http://clustermapping.us/>

Key Occupations & Industry Linkages

Industry: **Transportation & Logistics**

Region: **Chicago, IL**

	Occupations in Greatest Demand	Occupations with Fastest-Growing Demand	Occupations with Highest Predicted Salaries
No Postsecondary	Heavy and Tractor-Trailer Truck Drivers Bus and Truck Mechanics and Diesel Engine Specialists Automotive Service Technicians and Mechanics First-Line Supervisors of Mechanics, Installers, and Repairers Driver/Sales Workers	Insurance Sales Agents Automotive Service Technicians and Mechanics First-Line Supervisors of Mechanics, Installers, and Repairers Secretaries and Administrative Assistants, Except Legal, Medical, and Executive Maintenance and Repair Workers, General	Heavy and Tractor-Trailer Truck Drivers Insurance Sales Agents Inspectors, Testers, Sorters, Samplers, and Weighers First-Line Supervisors of Non-Retail Sales Workers First-Line Supervisors of Mechanics, Installers, and Repairers
Bachelor's or Advanced Degree	General Managers General and Operations Managers Computer Occupations, All Other Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products Sales Managers	Computer Systems Analysts Management Analysts Information Security Analysts Software Developers, Applications Human Resources Specialists	Computer Occupations, All Other Software Developers, Applications Information Security Analysts Web Developers Purchasing Managers

Distribution & eCommerce
 Employment: 283,938
 Rank in US: 3



Cluster Specialization

- Strong clusters above 90th percentile specialization
- Strong clusters above 75th percentile specialization
- Other specialized clusters (LQ > 1.0)

- BCR >= 95th pctile & RI >= 20%
- BCR 90th-94th pctile & RI >= 20%
- - Next closest clusters not meeting above criteria

Source: Analysis of Burning Glass job posting data

Source: U.S. Cluster Mapping <http://clustermapping.us/>

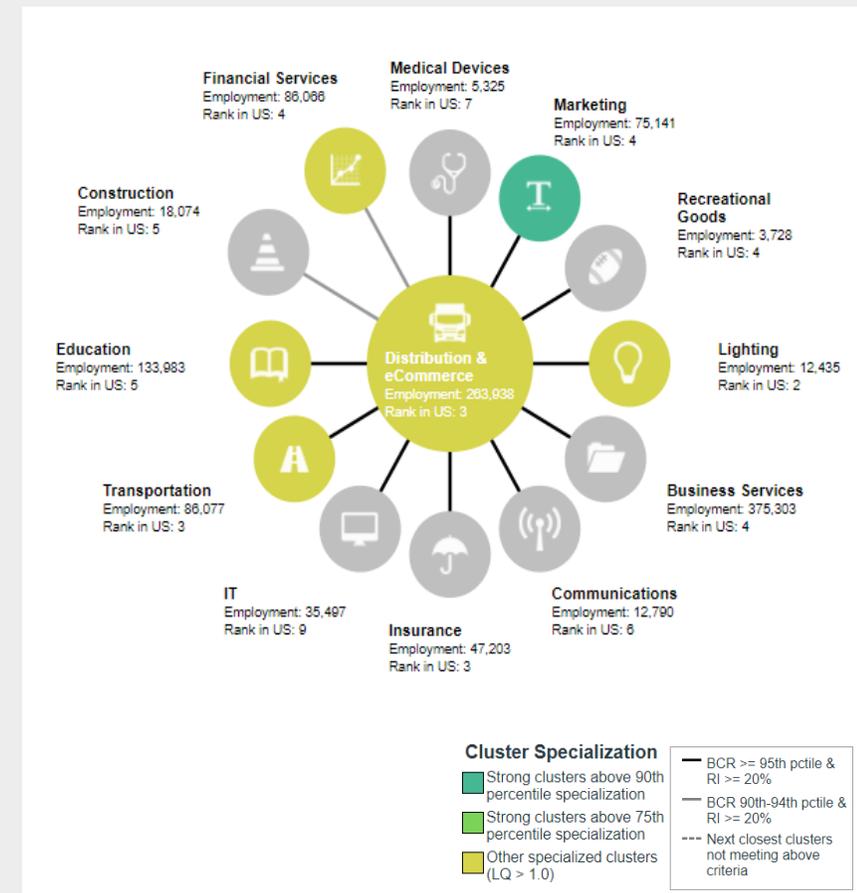
Key Occupations & Industry Linkages

Industry: **Distribution & eCommerce**

Region: **Chicago, IL**

	Occupations in Greatest Demand	Occupations with Fastest-Growing Demand	Occupations with Highest Predicted Salaries
No Postsecondary	<p>Heavy and Tractor-Trailer Truck Drivers</p> <p>First-Line Supervisors of Retail Sales Workers</p> <p>Retail Salespersons</p> <p>Merchandise Displayers and Window Trimmers</p> <p>Maintenance and Repair Workers, General</p>	<p>Production, Planning, and Expediting Clerks</p> <p>Maintenance and Repair Workers, General</p> <p>Human Resources Assistants, Except Payroll and Timekeeping</p> <p>Heavy and Tractor-Trailer Truck Drivers</p> <p>Automotive Service Technicians and Mechanics</p>	<p>Merchandise Displayers and Window Trimmers</p> <p>Heavy and Tractor-Trailer Truck Drivers</p> <p>First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators</p> <p>First-Line Supervisors of Retail Sales Workers</p> <p>Production, Planning, and Expediting Clerks</p>
Bachelor's or Advanced Degree	<p>Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products</p> <p>Computer Occupations, All Other</p> <p>Sales Managers</p> <p>Marketing Managers</p> <p>Software Developers, Applications</p>	<p>Computer and Information Research Scientists</p> <p>Database Administrators</p> <p>First-Line Supervisors of Office and Administrative Support Workers</p> <p>Computer Occupations, All Other</p> <p>Management Analysts</p>	<p>Computer Network Architects</p> <p>Computer and Information Research Scientists</p> <p>Web Developers</p> <p>Computer Occupations, All Other</p> <p>Architectural and Engineering Managers</p>

Source: Analysis of Burning Glass job posting data



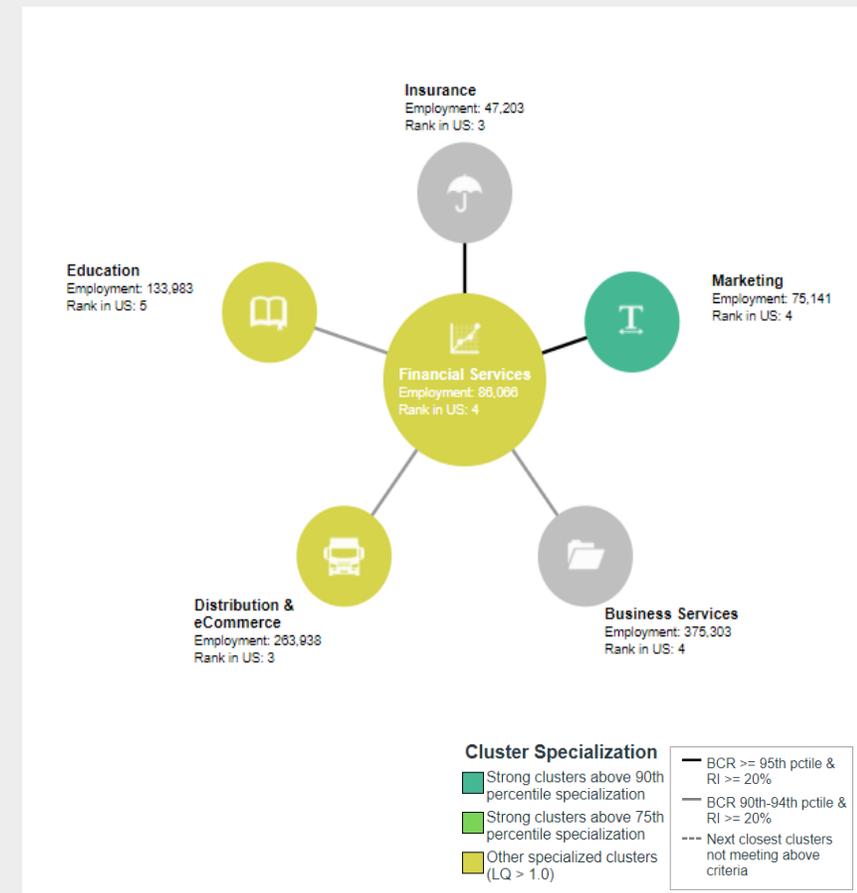
Source: U.S. Cluster Mapping <http://clustermapping.us/>

Key Occupations & Industry Linkages

Industry: **Financial Services**

Region: **Chicago, IL**

	Occupations in Greatest Demand	Occupations with Fastest-Growing Demand	Occupations with Highest Predicted Salaries
No Postsecondary	Customer Service Representatives Securities, Commodities, and Financial Services Sales Agents First-Line Supervisors of Retail Sales Workers Loan Interviewers and Clerks Retail Salespersons	Maintenance and Repair Workers Insurance Sales Agents Real Estate Sales Agents Customer Service Representatives Loan Interviewers and Clerks	Sales Representatives, Services Insurance Sales Agents Securities, Commodities, and Financial Services Sales Agents Real Estate Sales Agents Sales and Related Workers, All Other
Bachelor's or Advanced Degree	Financial Analysts Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products Computer Occupations, All Other Software Developers, Applications Financial Managers	Executive Secretaries and Executive Administrative Assistants Human Resources Managers Compliance Officers Marketing Managers First-Line Supervisors of Office and Administrative Support Workers	Lawyers Computer and Information Research Scientists General and Operations Managers Software Developers, Applications Marketing Managers



Source: Analysis of Burning Glass job posting data

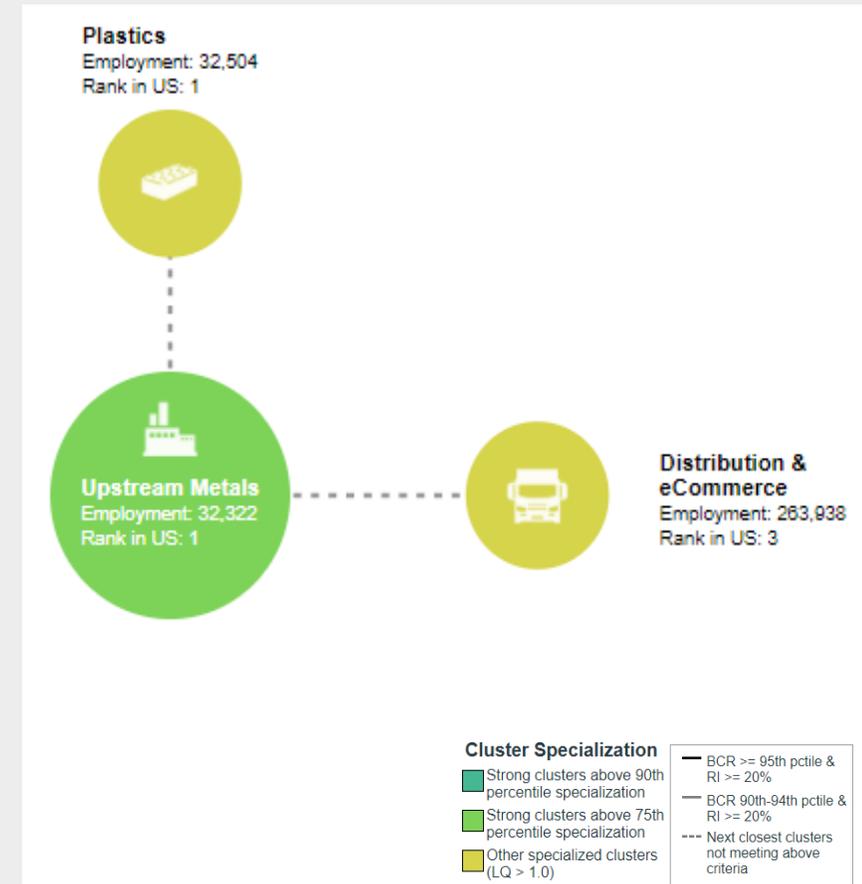
Source: U.S. Cluster Mapping <http://clustermapping.us/>

Key Occupations & Industry Linkages

Industry: **Upstream Metal Manufacturing**

Region: **Chicago, IL**

	Occupations in Greatest Demand	Occupations with Fastest-Growing Demand	Occupations with Highest Predicted Salaries
No Postsecondary	First-Line Supervisors of Housekeeping and Janitorial Workers Industrial Engineering Technicians	Industrial Engineering Technicians First-Line Supervisors of Housekeeping and Janitorial Workers	First-Line Supervisors of Housekeeping and Janitorial Workers Industrial Engineering Technicians
Bachelor's or Advanced Degree	General Managers Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products General and Operations Managers Mechanical Engineers Computer Occupations, All Other	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products Computer Occupations, All Other Mechanical Engineers General and Operations Managers General Managers	Computer Occupations, All Other General and Operations Managers Mechanical Engineers General Managers Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products



Source: Analysis of Burning Glass job posting data

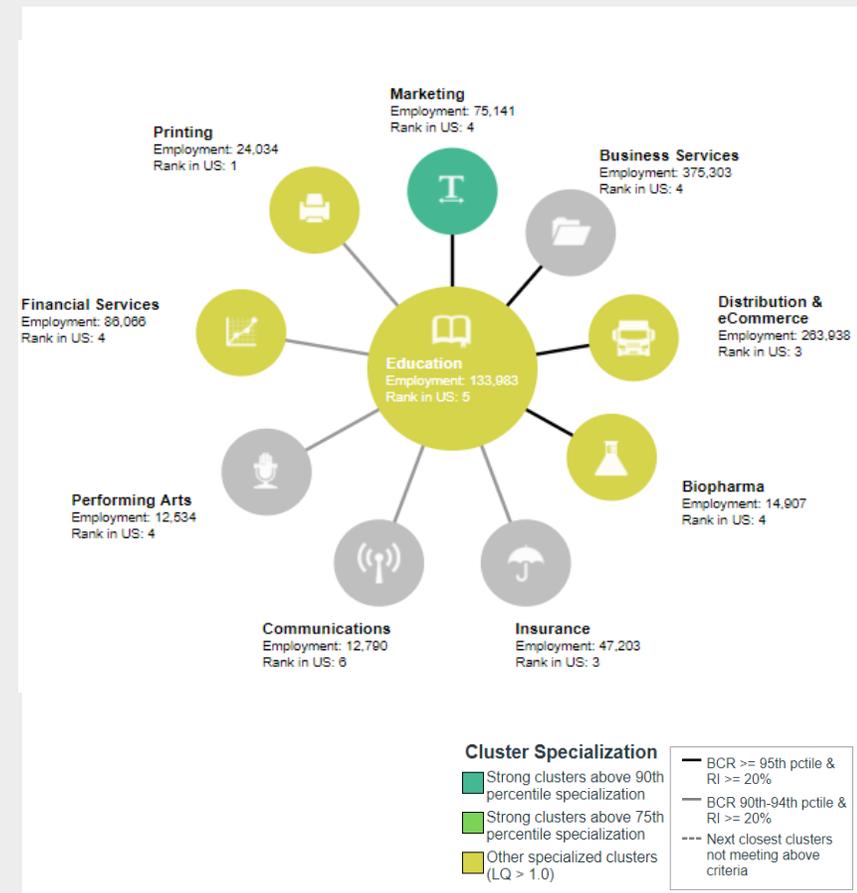
Source: U.S. Cluster Mapping <http://clustermapping.us/>

Key Occupations & Industry Linkages

Industry: **Education**

Region: **Chicago, IL**

	Occupations in Greatest Demand	Occupations with Fastest-Growing Demand	Occupations with Highest Predicted Salaries
No Postsecondary	Coaches and Scouts Interviewers, Except Eligibility and Loan Maintenance and Repair Workers, General Childcare Workers Police and Sheriff's Patrol Officers	Childcare Workers Electrical and Electronics Engineering Technicians Food Service Managers Office and Administrative Support Workers, All Other	Engineering Technicians, Except Drafters Coaches and Scouts Childcare Workers First-Line Supervisors of Mechanics, Installers, and Repairers Office and Administrative Support Workers, All Other
Bachelor's or Advanced Degree	Postsecondary Teachers Education Administrators, Postsecondary General Managers Operations Research Analysts Teachers and Instructors, All Other	Computer and Information Research Scientists Social Workers Social and Community Service Managers Biological Scientists Life Scientists	Lawyers Computer Science Teachers, Postsecondary Art, Drama, and Music Teachers, Postsecondary Computer and Information Research Scientists



Source: Analysis of Burning Glass job posting data

Source: U.S. Cluster Mapping <http://clustermapping.us/>

Key Occupations Profile

Key Occupation: **Management Analysts**

Region: **Chicago, IL**

58,218

Job Postings in Region
2015-2019, across all industries



\$85,000

Advertised Salary
Salary modeled from job postings for this occupation

+9%

Projected Growth
Estimated growth in employment, 2020-2030

50%

Entry Level
Percent of job postings calling for 0-2 years of experience or not specifying

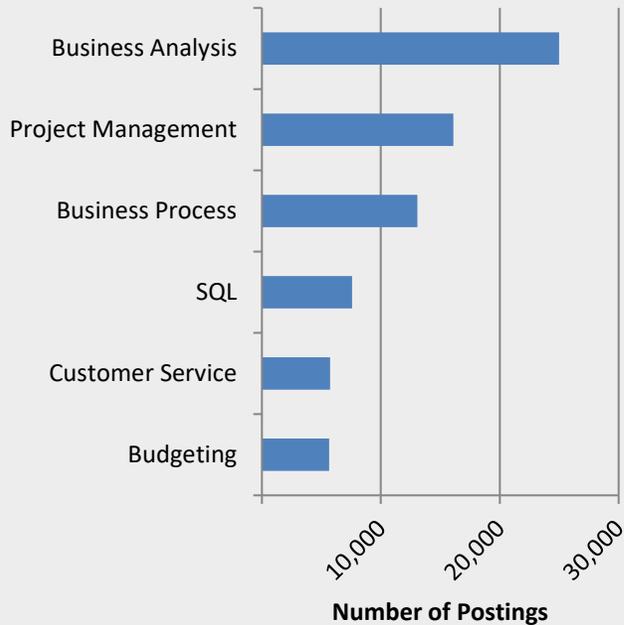
98%

BA+ Level
Percent of job postings calling for a BA or higher

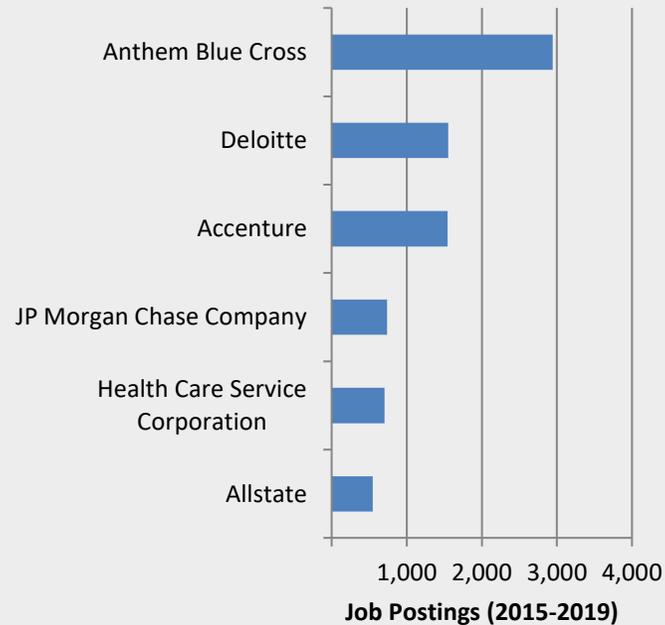
41%

Within Key Industries
Percent of demand for this occupation that falls within the target industry

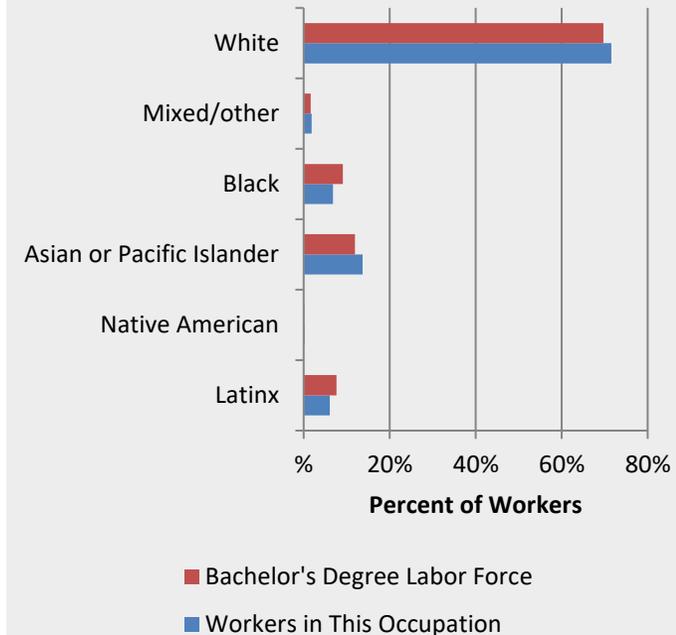
Top Skills



Top Regional Employers



Occupation Demographics



Industries employing this occ:

- Insurance Services
- Business Services
- Financial Services
- Local Financial Services

Key Occupations Profile

Key Occupation: Insurance Sales Agents

Region: Chicago, IL

23,473

Job Postings in Region
2015-2019, across all industries



\$53,000

Advertised Salary
Salary modeled from job postings for this occupation

+7%

Projected Growth
Estimated growth in employment, 2020-2030

90%

Entry Level
Percent of job postings calling for 0-2 years of experience or not specifying

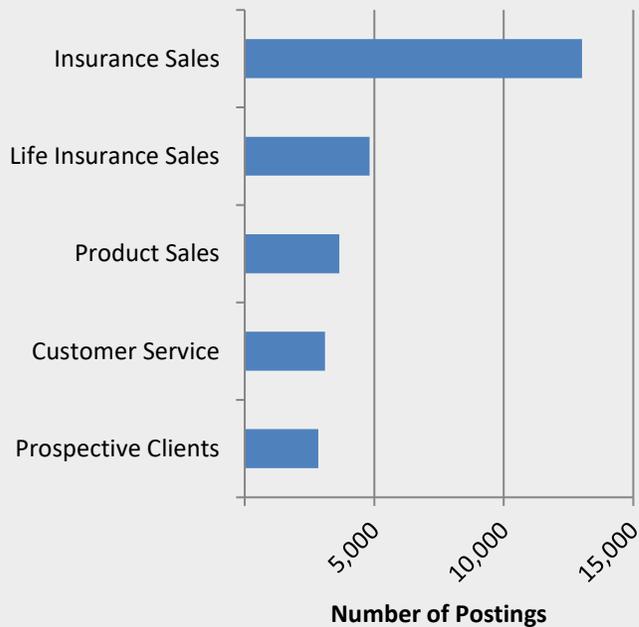
64%

BA+ Level
Percent of job postings calling for a BA or higher

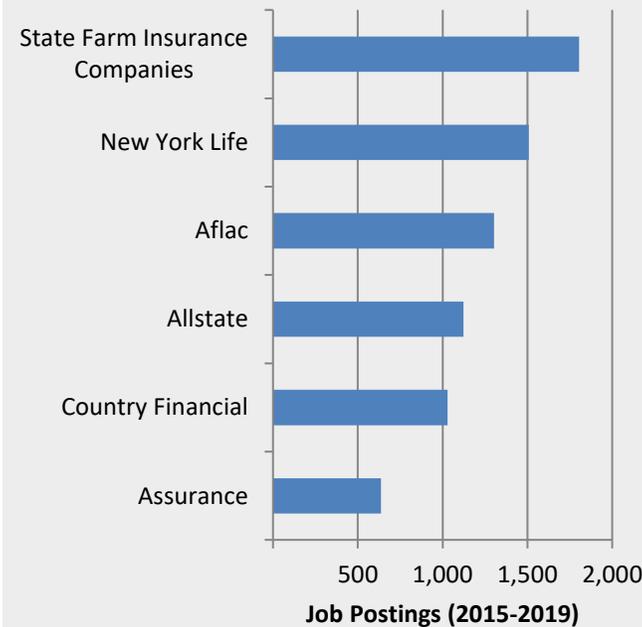
9%

Within Key Industries
Percent of demand for this occupation that falls within the target industry

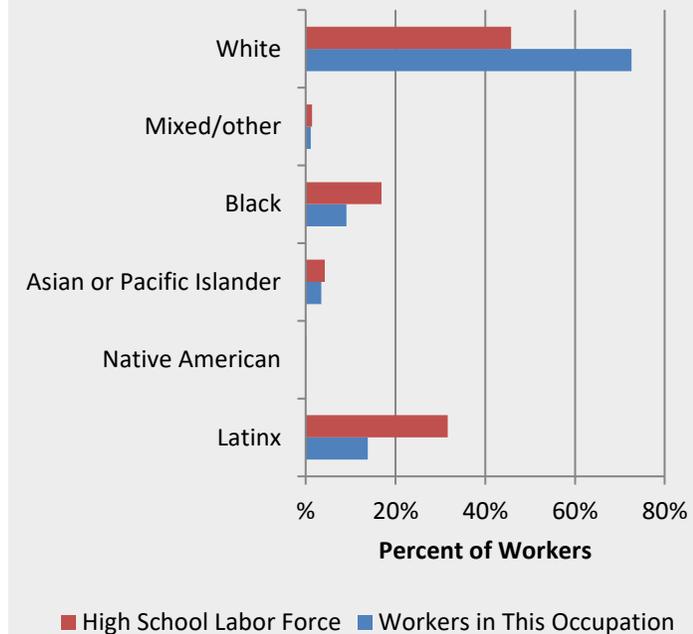
Top Skills



Top Regional Employers



Occupation Demographics



Industries employing this occ:

- Insurance Services
- Local Financial Services
- Marketing, Design, and Publishing
- Transportation and Logistics

Key Occupations Profile

Key Occupation: Heavy and Tractor-Trailer Truck Drivers

Region: Chicago, IL

195,000

Job Postings in Region
2015-2019, across all industries



\$82,000

Advertised Salary
Salary modeled from job postings for this occupation



+3%

Projected Growth
Estimated growth in employment, 2020-2030



88%

Entry Level
Percent of job postings calling for 0-2 years of experience or not specifying



5%

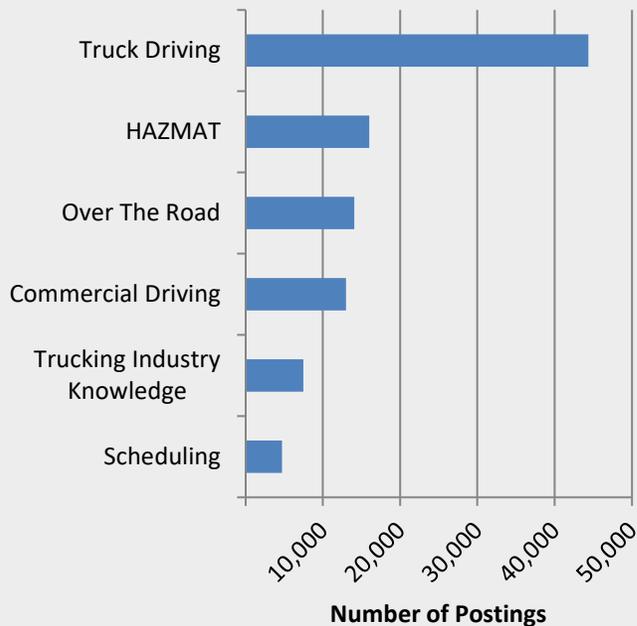
BA+ Level
Percent of job postings calling for a BA or higher



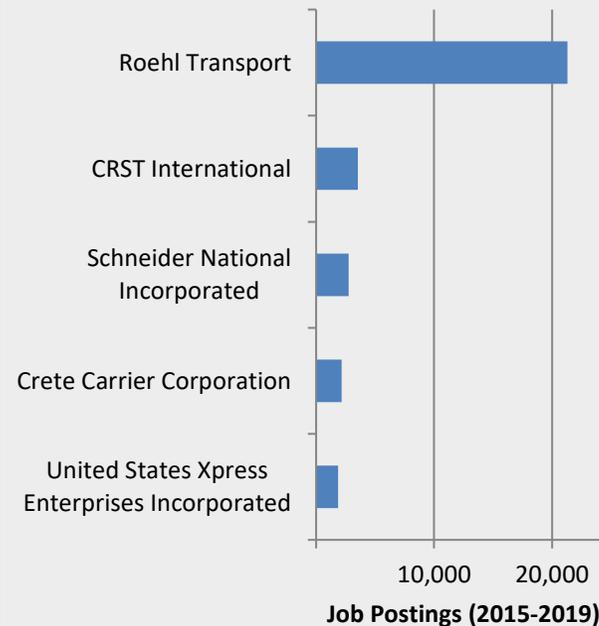
71%

Within Key Industries
Percent of demand for this occupation that falls within the target industry

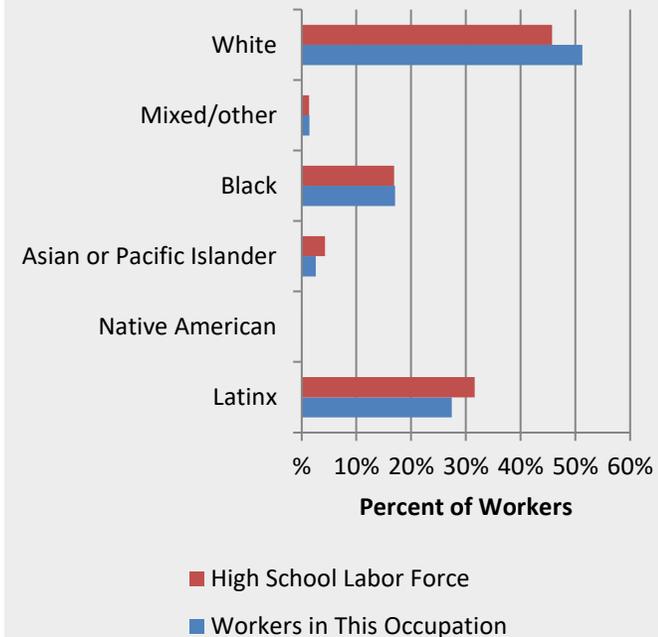
Top Skills



Top Regional Employers



Occupation Demographics



Industries employing this occ:

Transportation and Logistics
Local Logistical Services
Insurance Services
Distribution and Electronic Commerce

Key Occupations Profile

Key Occupation: General and Operations Managers

Region: Chicago, IL

50,373

Job Postings in Region
2015-2019, across all industries



\$86,000

Advertised Salary
Salary modeled from job postings for this occupation



+5%

Projected Growth
Estimated growth in employment, 2020-2030



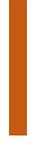
45%

Entry Level
Percent of job postings calling for 0-2 years of experience or not specifying



79%

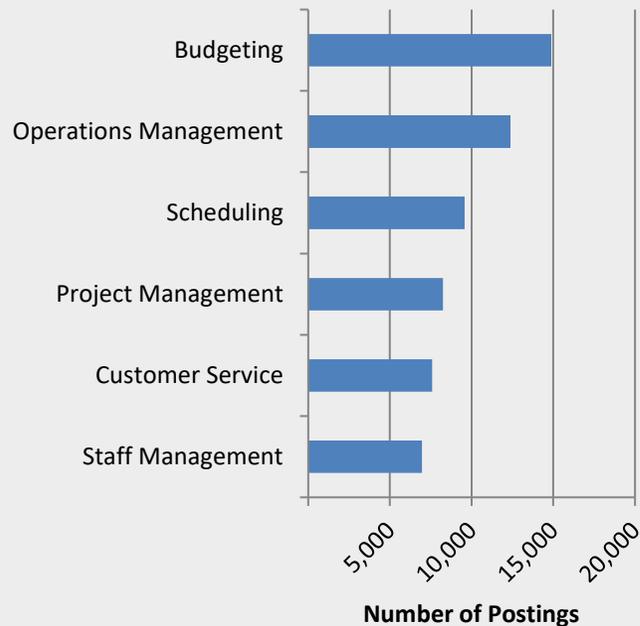
BA+ Level
Percent of job postings calling for a BA or higher



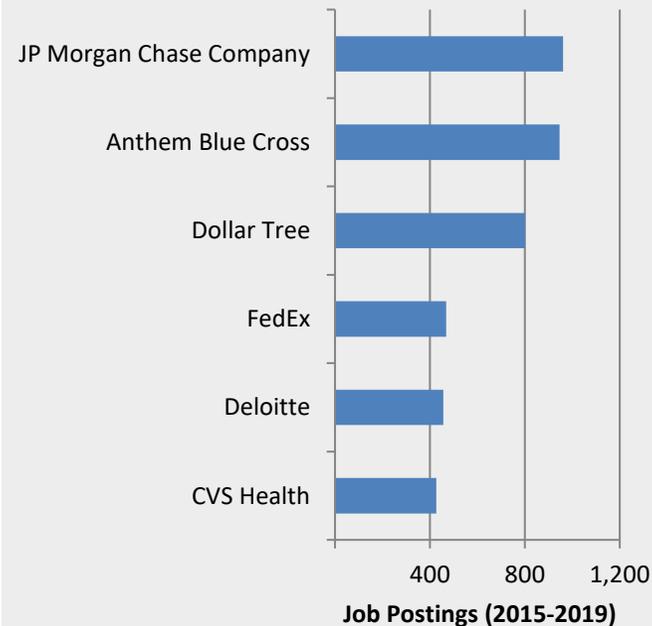
30%

Within Key Industries
Percent of demand for this occupation that falls within the target industry

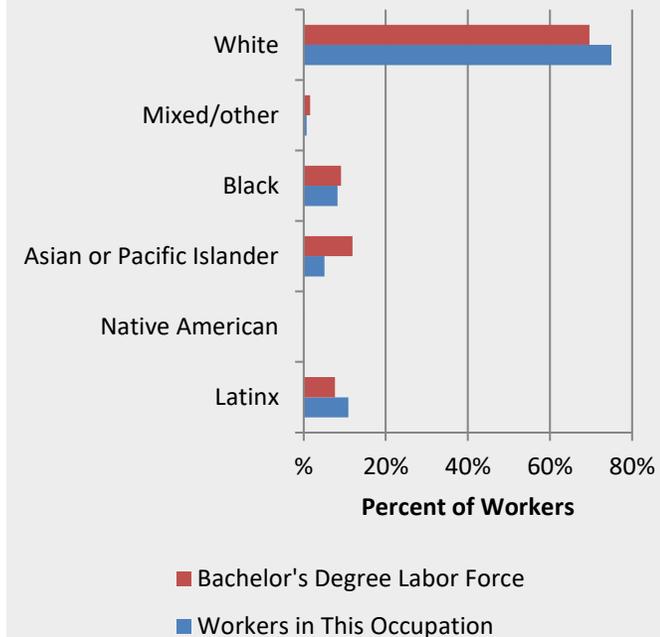
Top Skills



Top Regional Employers



Occupation Demographics



Industries employing this occ:

Insurance Services
Marketing, Design, and Publishing
Financial Services
Local Real Estate, Construction, and Development

Key Occupations Profile

Key Occupation: Financial Managers

Region: Chicago, IL

55,283

Job Postings in Region
2015-2019, across all industries



\$94,000

Advertised Salary
Salary modeled from job postings for this occupation

+9%

Projected Growth
Estimated growth in employment, 2020-2030

36%

Entry Level
Percent of job postings calling for 0-2 years of experience or not specifying

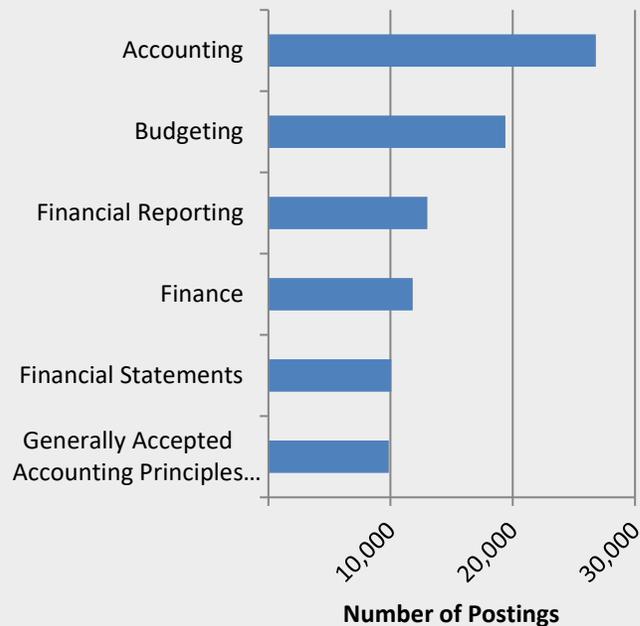
92%

BA+ Level
Percent of job postings calling for a BA or higher

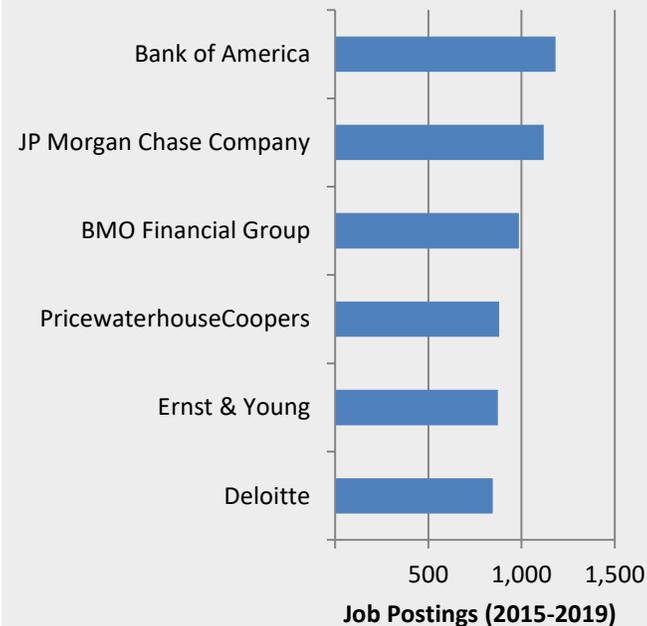
35%

Within Key Industries
Percent of demand for this occupation that falls within the target industry

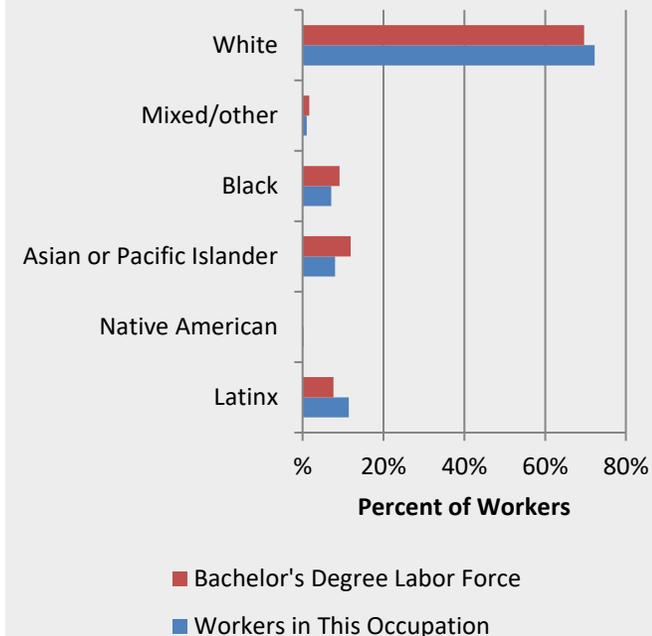
Top Skills



Top Regional Employers



Occupation Demographics



Industries employing this occ:

- Financial Services
- Local Financial Services
- Insurance Services
- Business Services

Key Occupations Profile

Key Occupation: Software Developers, Application

Region: Chicago, IL

170,133

Job Postings in Region
2015-2019, across all industries



\$98,000

Advertised Salary
Salary modeled from job postings for this occupation

+13%

Projected Growth
Estimated growth in employment, 2020-2030

49%

Entry Level
Percent of job postings calling for 0-2 years of experience or not specifying

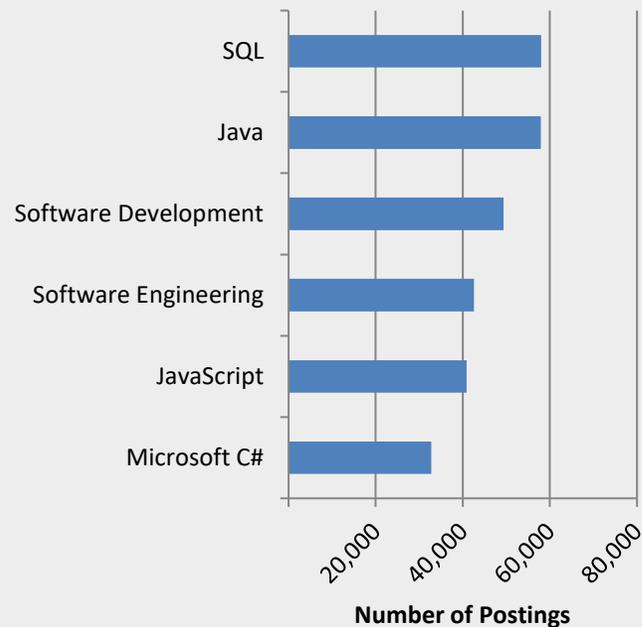
94%

BA+ Level
Percent of job postings calling for a BA or higher

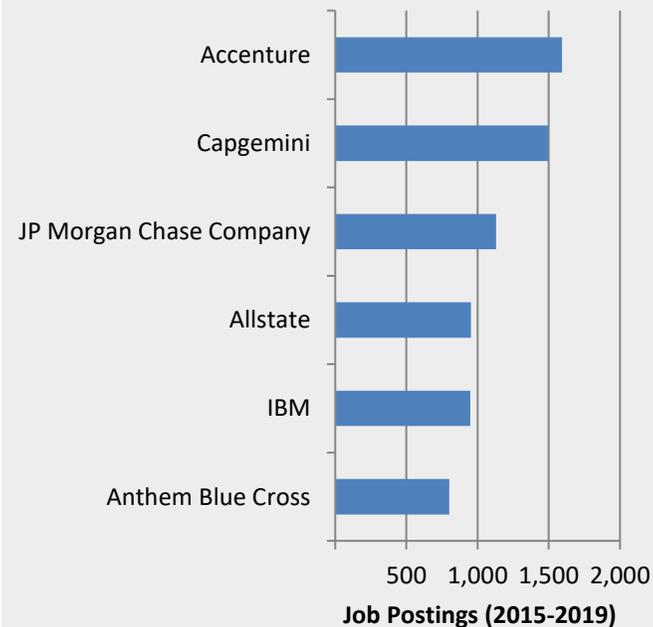
43%

Within Key Industries
Percent of demand for this occupation that falls within the target industry

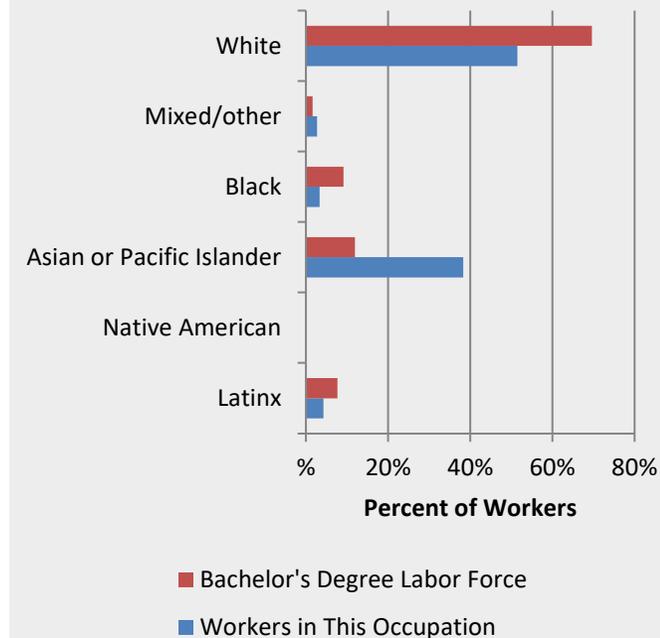
Top Skills



Top Regional Employers



Occupation Demographics



Industries employing this occ:

- Business Services
- Insurance Services
- Financial Services
- Education and Knowledge Creation