

# Oklahoma Department of Career and Technology Education

*career*tech

Information Commons

October 2016

## Kiamichi Technology Centers Sales and Related Occupations



# Parameters

## Occupations

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Code	Description
41-0000	Sales and Related Occupations

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## Regions

14 items selected. See Appendix A for details.

## Timeframe

2015 - 2016

## Datarun

2016.3 – QCEW Employees, Non-QCEW Employees, and Self-Employed

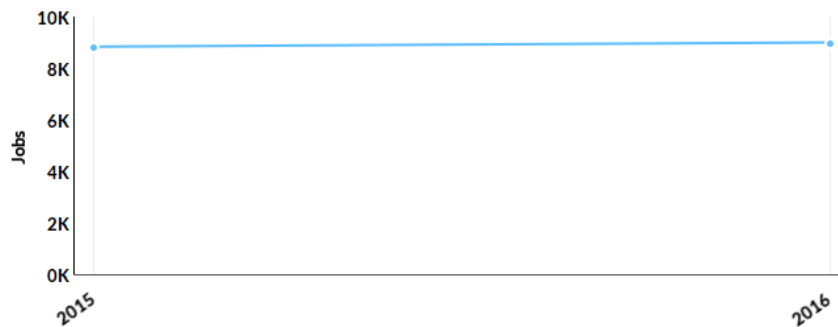
Sales and Related Occupations in Kiamichi Technology Center

## Occupation Summary for Sales and Related Occupations

<b>8,997</b> Jobs (2016) 11% below National average	<b>1.9%</b> % Change (2015-2016) Nation: 1.9%	<b>\$12.19/hr</b> Median Hourly Earnings Nation: \$16.37/hr
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### Growth

<b>8,832</b> 2015 Jobs	<b>8,997</b> 2016 Jobs	<b>165</b> Change (2015-2016)	<b>1.9%</b> % Change (2015-2016)
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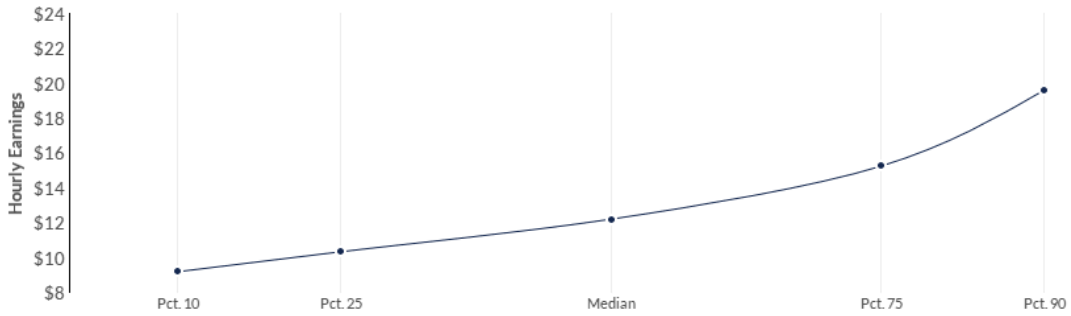


Occupation	2015 Jobs	2016 Jobs	Change	% Change
First-Line Supervisors of Retail Sales Workers (41-1011)	1,114	1,137	23	2%
First-Line Supervisors of Non-Retail Sales Workers (41-1012)	160	158	-2	-1%
Cashiers (41-2011)	3,249	3,318	69	2%
Gaming Change Persons and Booth Cashiers (41-2012)	306	309	3	1%
Counter and Rental Clerks (41-2021)	110	112	2	2%
Parts Salespersons (41-2022)	243	245	2	1%
Retail Salespersons (41-2031)	2,180	2,272	92	4%
Advertising Sales Agents (41-3011)	56	58	2	4%
Insurance Sales Agents (41-3012)	239	240	1	0%

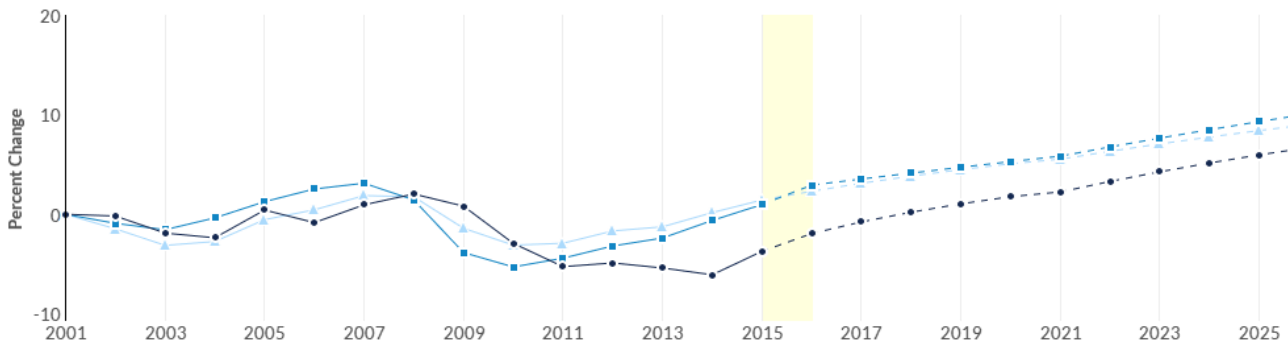
Occupation	2015 Jobs	2016 Jobs	Change	% Change
3021)				
Securities, Commodities, and Financial Services Sales Agents (41-3031)	32	33	1	3%
Travel Agents (41-3041)	6	5	-1	-17%
Sales Representatives, Services, All Other (41-3099)	207	209	2	1%
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)	120	114	-6	-5%
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)	355	347	-8	-2%
Demonstrators and Product Promoters (41-9011)	22	22	0	0%
Models (41-9012)	2	2	0	0%
Real Estate Brokers (41-9021)	45	43	-2	-4%
Real Estate Sales Agents (41-9022)	162	154	-8	-5%
Sales Engineers (41-9031)	15	14	-1	-7%
Telemarketers (41-9041)	72	70	-2	-3%
Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091)	88	85	-3	-3%
Sales and Related Workers, All Other (41-9099)	48	50	2	4%

# Percentile Earnings for Sales and Related Occupations (41-0000)

<b>\$10.32/hr</b> 25th Percentile Earnings	<b>\$12.19/hr</b> Median Earnings	<b>\$15.24/hr</b> 75th Percentile Earnings
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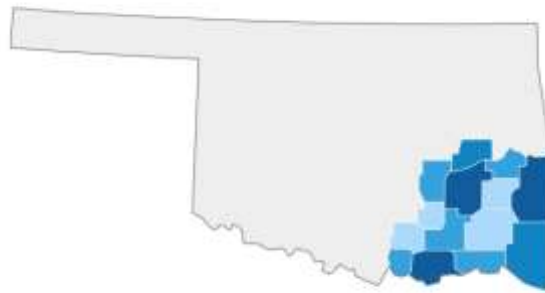


## Regional Trends



	Region	2015 Jobs	2016 Jobs	Change	% Change
●	Region	8,832	8,997	165	1.9%
●	United States	15,815,298	16,122,359	307,061	1.9%
●	Oklahoma	176,509	178,034	1,525	0.9%

## Regional Breakdown



County	2016 Jobs
Pittsburg County, OK	1,663
Bryan County, OK	1,566
Le Flore County, OK	1,278
McCurtain County, OK	1,034
McIntosh County, OK	699

## Job Postings Summary

<p><b>13,615</b></p> <p>Unique Postings (Jan 2015 - Sep 2016)</p> <p>105,454 Total Postings</p>	<p><b>8 : 1</b></p> <p>Posting Intensity (Jan 2015 - Sep 2016)</p> <p>Regional Average: 7 : 1</p>
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There were **105,454** total job postings for your selection from January 2015 to September 2016, of which **13,615** were unique. These numbers give us a Posting Intensity of **8-to-1**, meaning that for every 8 postings there is 1 unique job posting. This is close to the Posting Intensity for all other occupations and companies in the region (7-to-1), indicating that they are putting average effort toward hiring for this position.

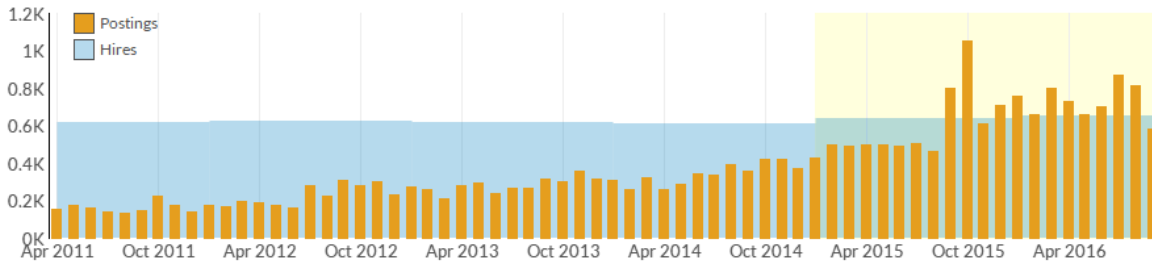
## Job Postings vs. Hires

**648**

Avg. Monthly Postings (Jan 2015 - Sep 2016)

**646**

Avg. Monthly Hires (Jan 2015 - Sep 2016)



Occupation	Avg Monthly Postings (Jan 2015 - Sep 2016)	Avg Monthly Hires (Jan 2015 - Sep 2016)
Sales and Related Occupations	648	646

## Occupation Gender Breakdown



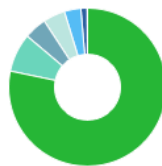
Gender	2016 Jobs	2016 Percent
Males	3,973	44.2%
Females	5,024	55.8%

## Occupation Age Breakdown



	Age	2016 Jobs	2016 Percent
●	14-18	476	5.3%
●	19-24	1,467	16.3%
●	25-34	1,753	19.5%
●	35-44	1,500	16.7%
●	45-54	1,734	19.3%
●	55-64	1,395	15.5%
●	65+	671	7.5%

## Occupation Race/Ethnicity Breakdown



	Race/Ethnicity	2016 Jobs	2016 Percent
●	White	7,041	78.3%
●	American Indian or Alaska Native	708	7.9%
●	Hispanic or Latino	414	4.6%



	Race/Ethnicity	2016 Jobs	2016 Percent
●	Black or African American	405	4.5% ■
●	Two or More Races	305	3.4% ■
●	Asian	114	1.3%
●	Native Hawaiian or Other Pacific Islander	9	0.1%

## Occupational Programs

	1 Programs (2015)	7 Completions (2015)	532 Openings (2015)
CIP Code	Program		Completions (2015)
52.9999	Business, Management, Marketing, and Related Support Services, Other		7

## Industries Employing Sales and Related Occupations

Industry	Occupation Jobs in Industry (2016)	% of Occupation in Industry (2016)	% of Total Jobs in Industry (2016)
Warehouse Clubs and Supercenters	1,350	15.0%	58.2%
Gasoline Stations with Convenience Stores	1,259	14.0%	77.2%
Supermarkets and Other Grocery (except Convenience) Stores	619	6.9%	44.1%
All Other General Merchandise Stores	469	5.2%	58.2%
Local Government, Excluding Education and Hospitals	437	4.9%	3.6%

# Appendix A - Regions

Code	Description
40005	Atoka County, OK
40013	Bryan County, OK
40023	Choctaw County, OK
40029	Coal County, OK
40061	Haskell County, OK
40063	Hughes County, OK
40069	Johnston County, OK
40077	Latimer County, OK
40079	Le Flore County, OK
40089	McCurtain County, OK
40091	McIntosh County, OK
40095	Marshall County, OK
40121	Pittsburg County, OK
40127	Pushmataha County, OK

# Appendix B - Data Sources and Calculations

## Location Quotient

Location quotient (LQ) is a way of quantifying how concentrated a particular industry, cluster, occupation, or demographic group is in a region as compared to the nation. It can reveal what makes a particular region unique in comparison to the national average.

## Occupation Data

Emsi occupation employment data are based on final Emsi industry data and final Emsi staffing patterns. Wage estimates are based on Occupational Employment Statistics (QCEW and Non-QCEW Employees classes of worker) and the American Community Survey (Self-Employed and Extended Proprietors). Occupational wage estimates also affected by county-level Emsi earnings by industry.

## CareerBuilder/Emsi Job Postings

Job postings are collected from various sources and processed/enriched by Careerbuilder to provide information such as standardized company name, occupation, skills, and geography. Emsi performs additional filtering and processing to improve compatibility with Emsi data.

## Completers Data

The completers data in this report is taken directly from the national IPEDS database published by the U.S. Department of Education's National Center for Education Statistics.

## Institution Data

The institution data in this report is taken directly from the national IPEDS database published by the U.S. Department of Education's National Center for Education Statistics.

## State Data Sources

This report uses state data from the following agencies: Oklahoma Employment Security Commission