



GENDER REPRESENTATION IN MANAGERIAL OCCUPATIONS – GREATER NASHVILLE 2021

Prepared for



Prepared by



Data Science Institute

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EXECUTIVE SUMMARY

- Managerial jobs make up **8%** of all jobs in the Nashville MSA. This is a slightly higher proportion of overall employment than is observed for the state (**6%**) and the nation (**6%**).
- From 2015-2020, the number of managerial jobs in the Nashville MSA grew by **29%**. This growth rate outpaced state (**16%**) and national (**12%**) growth in managerial occupations for the same period. It also outpaced the growth rate across all occupations in the Nashville MSA (**10%**).
- The five-year projected growth rate for managerial occupations in the Nashville MSA (2020-2025) is **8%**, compared to a **7%** projected growth rate for Tennessee and **6%** for the nation. The projected growth rate for managerial occupations is comparable to the projected growth rate for all occupations in the Nashville MSA (**7%**).
- The median salary for managerial occupations in the Nashville MSA is **\$96,902**. This is **137% higher** than the median salary across all occupations in the region (**\$40,958**). It is also **9% higher** than the median salary for managerial occupations statewide (**\$89,309**); however, it falls **12% below** the national median salary of **\$110,263**.
- The Nashville MSA shows slightly higher female representation in managerial occupations than the nation or state. Female workers occupy **41.4%** of local managerial positions, compared to **40.4%** nationally and **41.2%** statewide.
- Local female representation in managerial occupations (**41.4%**) is lower than female representation in the local workforce as a whole (**49.7%**), as well as the local population (**51.2%**).
- The managerial occupation with the highest female representation (**78.9%**) is **Education Administrators, Preschool and Childcare Center/Program**. This occupation also has the lowest median compensation in the Nashville MSA (**\$40,176**) and ranks **5th** in terms of racial diversity with **23.7%** of jobs held by non-white workers. The median salary for this occupation **declined 15.3%** from the previous reporting period.
- The occupation with the lowest female representation (**9.8%**) is **Architectural and Engineering Managers**. It has the second-highest median salary at **\$125,901** while ranking **26th** in racial diversity, with **11.3%** of jobs being held by non-white workers.
- The managerial occupation with the greatest number of jobs in the Nashville MSA is **General and Operations Managers**, comprising **24.7%** of all managerial occupations. Women occupy **32.0%** of positions within this occupation, a slight increase from the percentage reported in the previous study (**30.9%**). It ranks **23rd** in terms of female representation and **20th** in terms of racial diversity, with **13.8%** of jobs held by non-whites.
- The managerial occupation with the highest median compensation in the Nashville MSA (**\$163,198**) is **Chief Executives**. This is a **25.2%** increase over the previous report's salary amount (**\$130,311**). Women occupy **26.8%** of roles within this occupation, which is a **1.4% increase** from the 2019 study. This occupation grew by **56%** from 2015 to 2020, but growth is expected to decline slightly (**-2.0%**) by 2025.

ABOUT THIS REPORT

Advancing Women in Nashville (AWIN) commissioned this report to analyze gender representation in managerial occupations for the Nashville metropolitan area. It is the second installment in this research effort, the first of which was published in 2019. The report analyzes job volume, compensation, growth (past and present), and demographic data to understand the local managerial workforce better. To provide context, the results for regional managerial occupations are compared to results for the regional workforce as a whole and the results for statewide and national managerial occupations. Where appropriate, results are also compared to the 2019 study. Detailed findings are also provided for each of the managerial occupations included in the study.

The report was produced by Middle Tennessee State University's Data Science Institute. Questions and other requests can be submitted to the report's author at amy.harris@mtsu.edu.

ABOUT ADVANCING WOMEN IN NASHVILLE

Advancing Women in Nashville (AWIN) is a Nashville-based group of companies focused on issues that are important to women and that further support women's diversity. Its mission is to advance and develop women leaders as business and community leaders, with special emphasis on the context and needs of the Middle Tennessee region. It is AWIN's desire to heighten collaboration among women leaders and the major organizations they represent to support and accelerate diversity and inclusion for area business and community entities. More information can be found at <https://advancingwomeninnashville.com>.

DATA SOURCES AND PARAMETERS

Managerial Occupations

This report uses data sourced from Economic Modeling Specialists Incorporated (Emsi 2021.3). Managerial occupations were identified using the Standard Occupational Classification (SOC) System created by the US Bureau of Labor Statistics (BLS). The “Occupation Codes” table below lists all the occupation codes included in the analysis. The occupation codes are based on a hybrid of the BLS’s 2010 and 2018 SOC structure. Detailed data for each of the occupations listed can be found in the [appendix](#).

Code	Occupation Title
11-1011	Chief Executives
11-1021	General and Operations Managers
11-2011	Advertising and Promotions Managers
11-2021	Marketing Managers
11-2022	Sales Managers
11-2031	Public Relations and Fundraising Managers
11-3011	Administrative Services and Facilities Managers
11-3021	Computer and Information Systems Managers
11-3031	Financial Managers
11-3051	Industrial Production Managers
11-3061	Purchasing Managers
11-3071	Transportation, Storage, and Distribution Managers
11-3111	Compensation and Benefits Managers
11-3121	Human Resources Managers
11-3131	Training and Development Managers
11-9021	Construction Managers
11-9031	Education and Childcare Administrators, Preschool and Daycare
11-9032	Education Administrators, Kindergarten through Secondary
11-9033	Education Administrators, Postsecondary
11-9039	Education Administrators, All Other
11-9041	Architectural and Engineering Managers
11-9051	Food Service Managers
11-9071	Gambling Managers ¹
11-9081	Lodging Managers
11-9111	Medical and Health Services Managers
11-9121	Natural Sciences Managers
11-9141	Property, Real Estate, and Community Association Managers
11-9151	Social and Community Service Managers
11-9161	Emergency Management Directors
11-9171	Funeral Home Managers
11-9198	Personal Service Managers, All Other; Entertainment and Recreation Managers, Except Gambling; and Managers, All Other ²

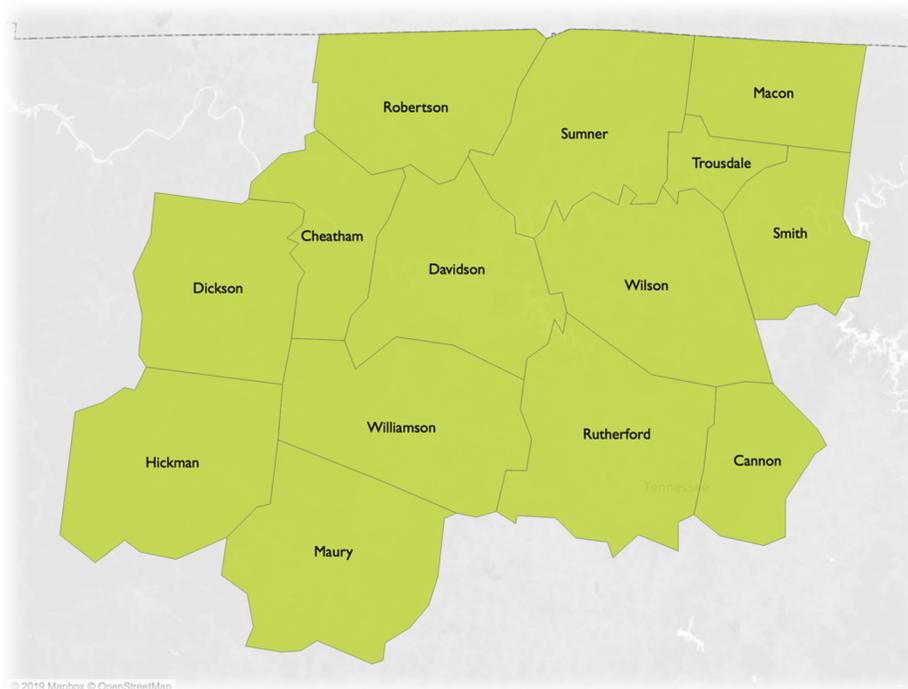
¹ While this occupation group was selected for inclusion in the study, there was insufficient data to supply estimates for it. As such, it is not included in the report results.

² In the interest of brevity, this occupation is hereafter referred to as “Managers, All Other.”

The job numbers reported are for 2020 and include those contained in the Bureau of Labor Statistics' Quarterly Census of Employment and Wages (QCEW) dataset. The QCEW program publishes a quarterly count of employment and wages reported by employers. A "job" is defined as a full- or part-time position covered by state and federal unemployment insurance laws for that program. The jobs numbers also include jobs that fall under an employer-employee relationship but are not covered by QCEW. There are various data sources for non-QCEW jobs, including the Bureau of Economic Analysis's State Personal Income and Employment (SPI) and Local Area Personal Income (LPI) datasets.

Geographic Scope

Unless otherwise specified, all metrics presented herein are for the Nashville-Davidson-Murfreesboro-Franklin Metropolitan Statistical Area (MSA) as defined by the federal Office of Management and Budget and applied to the United States (US) Census Bureau data. According to the US Census Bureau, the general concept of a metropolitan or micropolitan statistical area is a core area containing a substantial population nucleus, together with adjacent communities having a high degree of economic and social integration with that core. The counties included in the Nashville MSA are shown in the map below.



DATA ANALYSIS

This section presents findings related to gender representation in managerial occupations for the Nashville metropolitan area. Several metrics are examined, including job supply, compensation, past and projected job growth, and demographic representation. Where appropriate, results for the Nashville MSA are compared to statewide and national occupation and population metrics to provide context. Key findings are highlighted in each sub-section.



Managerial Job Supply, Compensation, and Growth Trends

Key findings:

- From 2015-2020, the number of managerial jobs in the Nashville MSA grew by **29%**. This growth rate outpaced state (**16%**) and national (**12%**) growth in managerial occupations for the same period. It also outpaced the growth rate across all occupations in the Nashville MSA (**10%**).
- The one-year growth rate projection (2020-2021) indicates that the supply of jobs in managerial professions in the Nashville MSA will grow only slightly in 2021 (**.7%**). This is similar to the one-year projected growth rate for the state (**.2%**) and more optimistic than what is predicted for the nation, where job supply is projected to slightly decline (**-.6%**).
- The five-year projected growth rate for managerial occupations in the Nashville MSA (2020-2025) is **8%**, compared to a **7%** projected growth rate for Tennessee and **6%** for the nation. The projected growth rate for managerial occupations is comparable to the projected growth rate for all occupations in the Nashville MSA (**7%**).
- The median salary for managerial occupations in the Nashville MSA is **\$96,902**. This is **137% higher** than the median salary across all occupations in the region (**\$40,958**). It is also **9% higher** than the median salary for managerial occupations statewide (**\$89,309**); however, it falls **12% below** the national median salary of **\$110,263**.
- Managerial jobs make up **8%** of all jobs in the Nashville MSA. This is a slightly higher proportion of overall employment than is observed for the state (**6%**) and the nation (**6%**).

All Occupations: Nation	
Supply (Jobs)	147,779,094
Median Compensation	\$42,202
Supply (Jobs) Past Growth (2015-2020)	0%
One-Year Projected Growth (2020-2021)	1%
Five-Year Projected Growth (2020-2025)	4%

Managerial Occupations: Nation	
Supply (Jobs)	8,416,855
Median Compensation	\$110,263
Supply (Jobs) Past Growth (2015-2020)	12%
One-Year Projected Growth (2020-2021)	-1%
Five-Year Projected Growth (2020-2025)	6%

All Occupations: Tennessee	
Supply (Jobs)	3,078,773
Median Compensation	\$37,534
Supply (Jobs) Past Growth (2015-2020)	3%
One-Year Projected Growth (2020-2021)	2%
Five-Year Projected Growth (2020-2025)	5%

Managerial Occupations: Tennessee	
Supply (Jobs)	192,566
Median Compensation	\$89,309
Supply (Jobs) Past Growth (2015-2020)	16%
One-Year Projected Growth (2020-2021)	0%
Five-Year Projected Growth (2020-2025)	7%

All Occupations: Nashville	
Supply (Jobs)	996,837
Median Compensation	\$40,958
Supply (Jobs) Past Growth (2015-2020)	10%
One-Year Projected Growth (2020-2021)	2%
Five-Year Projected Growth (2020-2025)	7%

Managerial Occupations: Nashville	
Supply (Jobs)	74,671
Median Compensation	\$96,902
Supply (Jobs) Past Growth (2015-2020)	29%
One-Year Projected Growth (2020-2021)	1%
Five-Year Projected Growth (2020-2025)	8%

Population and Occupation Demographics

Key findings:

- The Nashville MSA shows slightly higher female representation in managerial occupations than the nation or state. Female workers occupy **41.4%** of local managerial positions, compared to **40.4%** nationally and **41.2%** statewide. These percentages are roughly the same as they were in the previous reporting period.
- Local female representation in managerial occupations (**41.4%**) is lower than female representation in the local workforce as a whole (**49.7%**), as well as the local population (**51.2%**).
- In terms of racial diversity, managerial workers are less diverse than the workforce overall and the population in general. This is true of the region, state, and nation. White workers held **83.8%** of local managerial jobs, compared to **83.8%** statewide and **72.8%** nationally.
- White workers hold **73.4%** of all local jobs. This percentage is **10.4% lower** than the percentage of managerial positions held by whites (**84.1%**) and slightly higher than white representation in the regional population (**71.5%**).

National, State, and Local Population Demographics

Demographics	Nation		Tennessee		Nashville MSA	
	2020 Population	% Population	2020 Population	% Population	2020 Population	% Population
Gender						
Females	167,227,921	50.8%	3,528,814	51.2%	1,005,011	51.2%
Males	162,256,202	49.3%	3,358,020	48.8%	956,221	48.8%
Age	2020 Population	% of Population	2020 Population	% of Population	2020 Population	% of Population
Under 15	60,293,426	18.3%	1,254,988	18.2%	370,713	18.9%
15-19	20,960,929	6.4%	422,864	6.1%	122,942	6.3%
20-24	21,594,755	6.6%	447,159	6.5%	129,877	6.6%
25-34	46,069,646	14.0%	961,939	14.0%	306,017	15.6%
35-44	42,136,192	12.8%	854,962	12.4%	270,307	13.8%
45-54	40,366,133	12.3%	863,787	12.5%	247,585	12.6%
55-64	42,403,677	12.9%	900,592	13.1%	239,745	12.2%
65+	55,659,365	16.9%	1,180,543	17.1%	274,046	14.0%
Race/Ethnicity	2020 Population	% of Population	2020 Population	% of Population	2020 Population	% of Population
White	196,773,390	59.7%	5,050,700	73.3%	1,401,908	71.5%
Black or African Am.	41,427,341	12.6%	1,147,521	16.7%	300,015	15.3%
Hispanic or Latino	61,312,879	18.6%	404,410	5.9%	152,156	7.8%
Asian	19,367,197	5.9%	132,295	1.9%	59,782	3.0%
Two or More Races	7,557,471	2.3%	128,561	1.9%	41,269	2.1%
Am. Ind./AK Native	2,432,338	0.7%	19,503	0.3%	5,047	0.3%
Native HI/Other Pac. Is.	613,507	0.2%	3,844	0.1%	1,055	0.1%

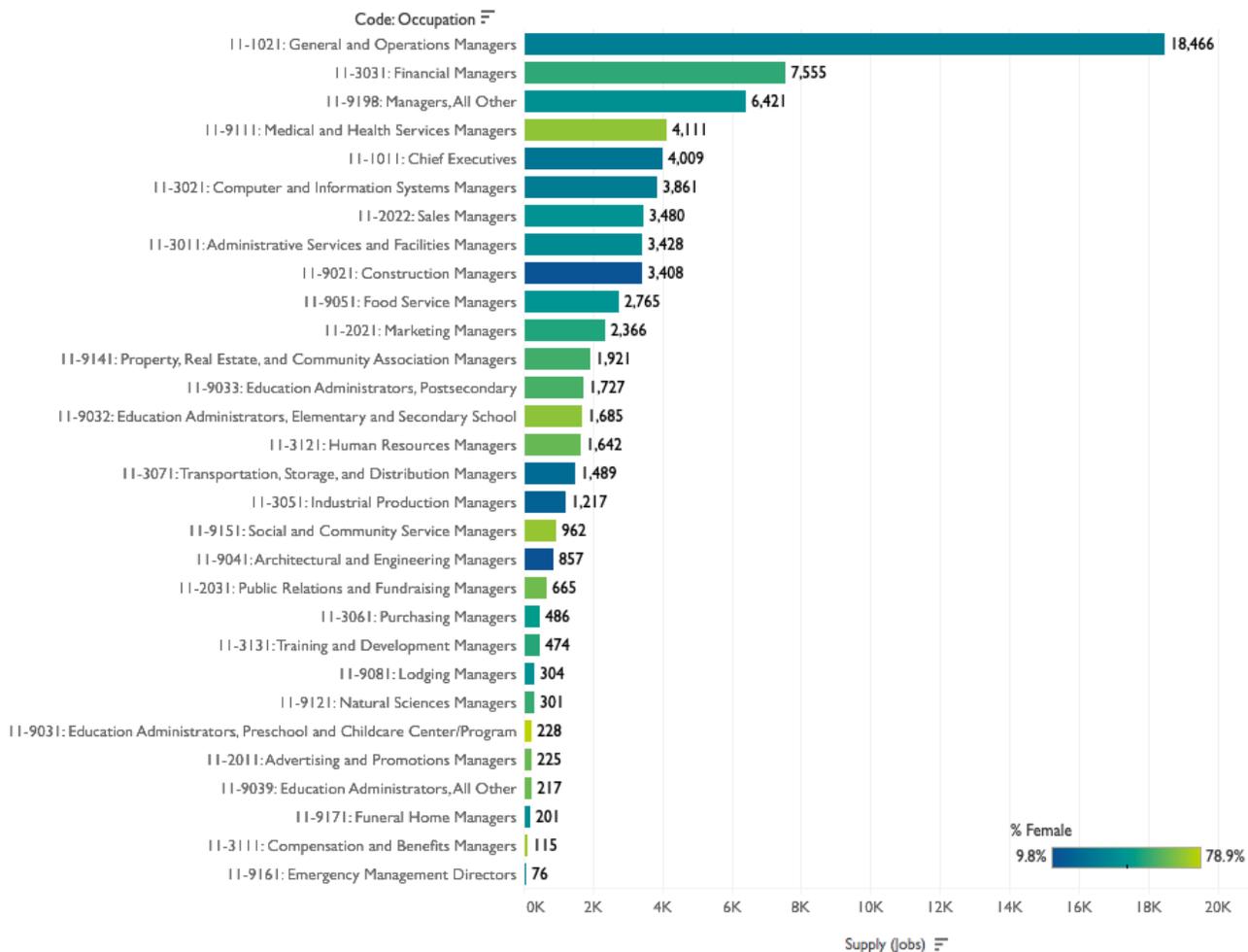
National, State, and Local Occupation Demographics

Demographic	Nation				Tennessee				Nashville MSA			
	All Occupations		Managerial Occupations		All Occupations		Managerial Occupations		All Occupations		Managerial Occupations	
	2020 Jobs	% of Jobs	2020 Jobs	% of Jobs	2020 Jobs	% of Jobs	2020 Jobs	% of Jobs	2020 Jobs	% of Jobs	2020 Jobs	% of Jobs
Gender												
Females	73,272,598	49.6%	3,396,246	40.4%	1,531,273	49.7%	79,252	41.2%	495,597	49.7%	30,903	41.4%
Males	74,506,496	50.4%	5,020,609	59.6%	1,547,500	50.3%	113,314	58.8%	501,240	50.3%	43,768	58.6%
Age												
14-18	3,277,352	2.2%	5,034	0.1%	77,980	2.5%	164	0.1%	25,400	2.5%	57	0.1%
19-24	15,322,159	10.4%	196,600	2.3%	332,347	10.8%	4,933	2.6%	106,584	10.7%	1,923	2.6%
25-34	32,988,173	22.3%	1,484,520	17.6%	700,713	22.8%	34,698	18.0%	242,054	24.3%	14,395	19.3%
35-44	31,613,955	21.4%	2,234,758	26.6%	653,931	21.2%	50,397	26.2%	217,448	21.8%	20,170	27.0%
45-54	29,907,699	20.2%	2,240,167	26.6%	625,819	20.3%	51,646	26.8%	195,897	19.7%	19,557	26.2%
55-64	25,247,763	17.1%	1,746,879	20.8%	502,977	16.3%	38,964	20.2%	153,483	15.4%	14,265	19.1%
65+	9,421,993	6.4%	508,899	6.0%	185,006	6.0%	11,763	6.1%	55,970	5.6%	4,304	5.8%
Race/Ethnicity												
White	92,582,811	62.6%	6,126,386	72.8%	2,275,833	73.9%	161,334	83.8%	731,956	73.4%	62,581	83.8%
Hispanic or Latino	23,400,126	15.8%	879,978	10.5%	137,731	4.5%	4,847	2.5%	53,066	5.3%	2,226	3.0%
Black or African Am.	19,075,436	12.9%	668,237	7.9%	556,633	18.1%	20,156	10.5%	168,847	16.9%	7,113	9.5%
Asian	9,131,235	6.2%	574,400	6.8%	61,958	2.0%	3,932	2.0%	26,398	2.6%	1,813	2.4%
Two or More Races	2,486,695	1.7%	125,193	1.5%	38,829	1.3%	1,981	1.0%	13,621	1.4%	791	1.1%
Am. Ind./AK Native	823,945	0.6%	31,358	0.4%	6,094	0.2%	250	0.1%	2,246	0.2%	113	0.2%
Native HI/Other Pac. Is.	278,846	0.2%	11,305	0.1%	1,696	0.1%	67	0.0%	701	0.1%	34	0.0%

Job Supply by Managerial Occupation

Key findings:

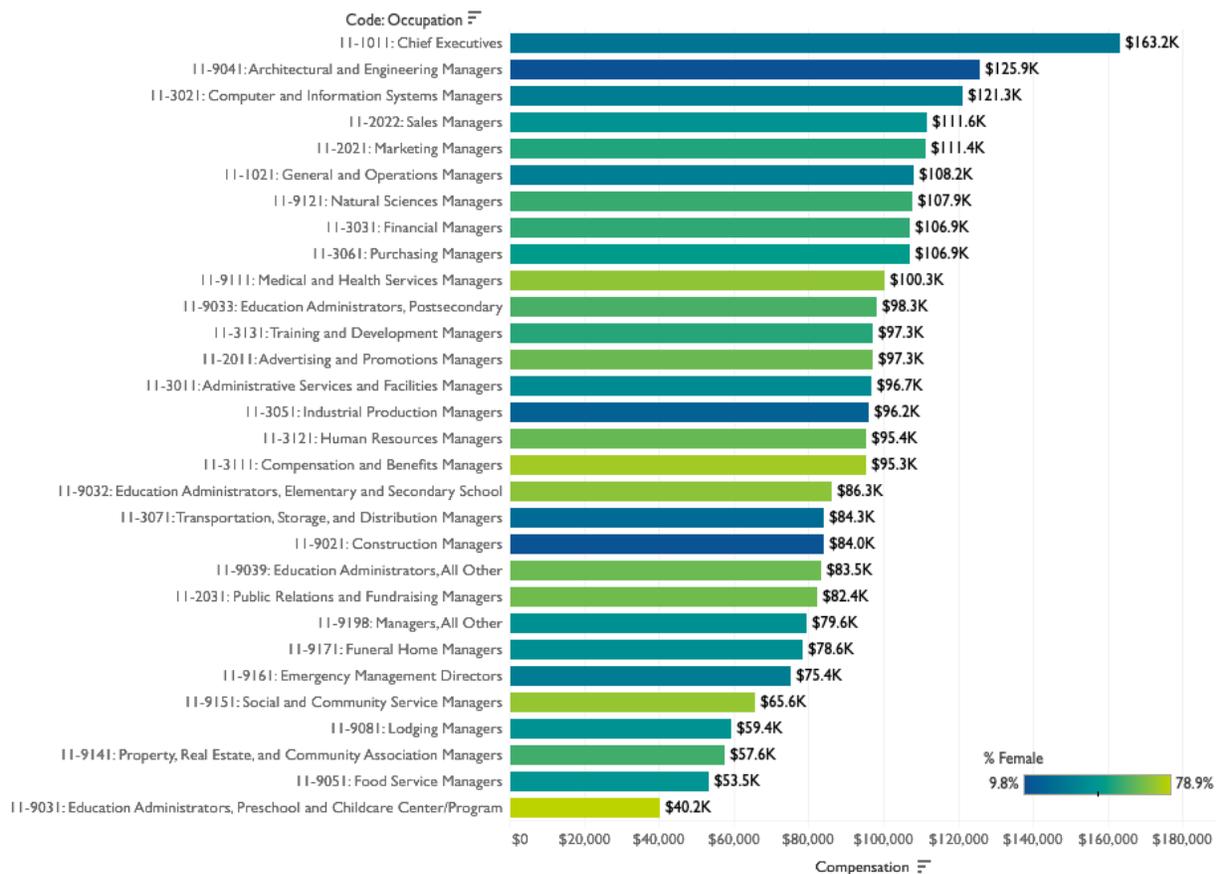
- The managerial occupation with the greatest number of jobs in the Nashville MSA is **General and Operations Managers**, comprising **24.7%** of all managerial occupations. Women occupy **32.0%** of positions within this occupation, a slight increase from the percentage reported in the previous study (**30.9%**). This occupation **grew 23%** from 2015 to 2020 and is projected to **grow** by another **9%** by 2025.
- The managerial occupation with the lowest percentage of female representation remains **Architectural and Engineering Managers** where females occupy only **9.8%** of jobs. This is not a substantive change in gender representation from what was reported previously. The number of jobs in this occupation group **decreased** by **16%** from 2015 to 2020; however, the projected five-year growth rate (2020-2025) is positive at **7%**.
- The managerial occupation with the highest percentage of female representation remains **Education Administrators, Preschool and Childcare Center/Program** where females occupy **78.9%** of jobs. Female representation remained relatively steady for the occupation, although the overall number of jobs **declined** by **12%** from 2015 to 2020. The five-year projected growth rate (2020-2025) for the occupation is **7%**.



Compensation by Managerial Occupation

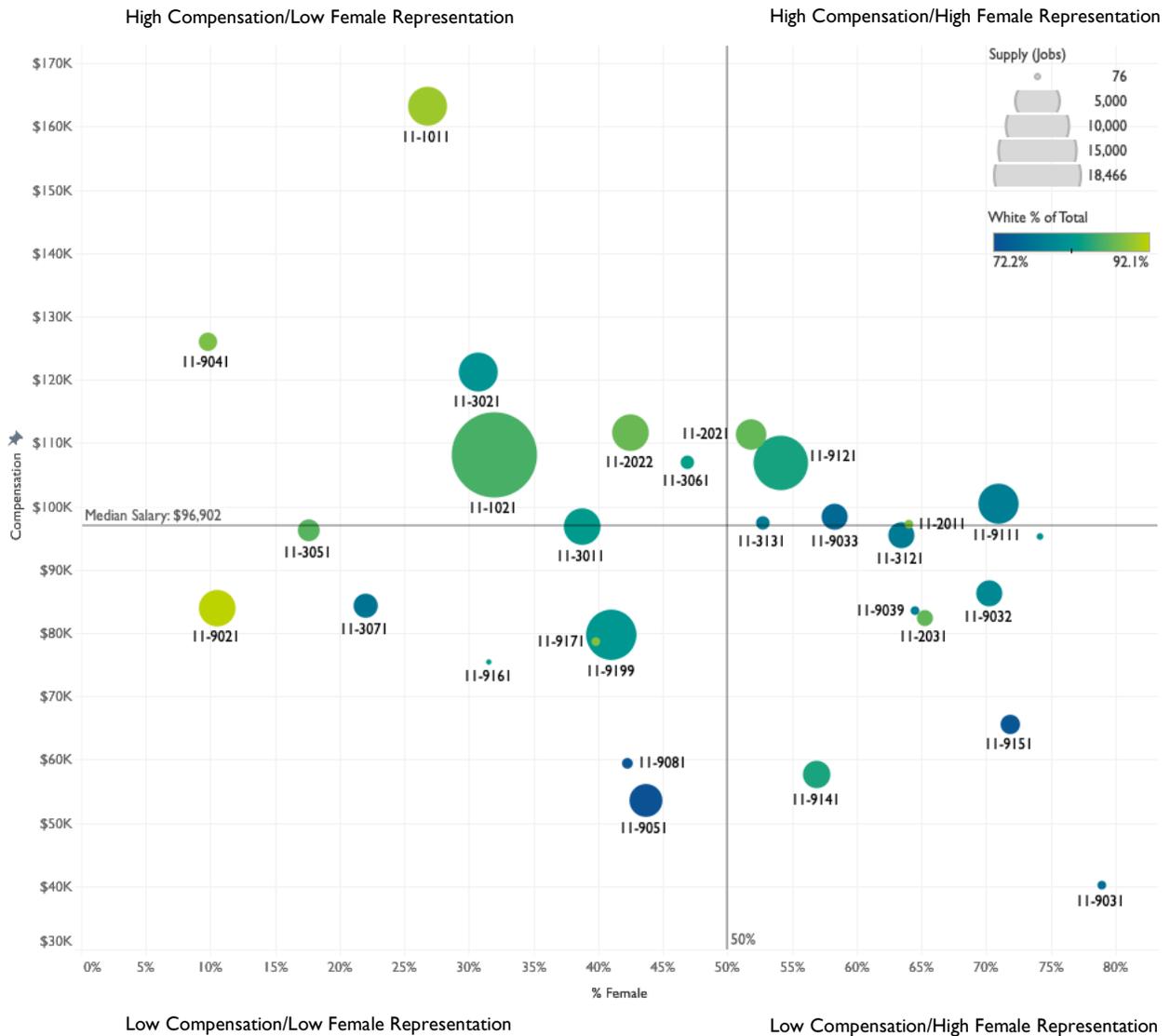
Key findings:

- The managerial occupation with the highest median compensation in the Nashville MSA (**\$163,198**) is **Chief Executives**. This is a **25.2%** increase over the previous report's salary amount (**\$130,311**). Women occupy **26.8%** of roles within this occupation, which is a **1.4% increase** from the 2019 study. This occupation grew by **56%** from 2015 to 2020, but growth is expected to decline slightly (**-2.0%**) by 2025.
- The managerial occupation with the lowest female representation, **Architectural and Engineering Managers (9.8%)**, has the second-highest median salary at **\$125,901**. Median compensation for this occupation group increased **7.0%** from the previous reporting period.
- The managerial occupation with the lowest median compensation in the Nashville MSA (**\$40,176**) is **Education Administrators, Preschool and Childcare Center/Program**. Women occupy **78.9%** of jobs within this occupation. The median salary for this occupation **declined 15.3%** from the previous reporting period.



Compensation and Female Representation

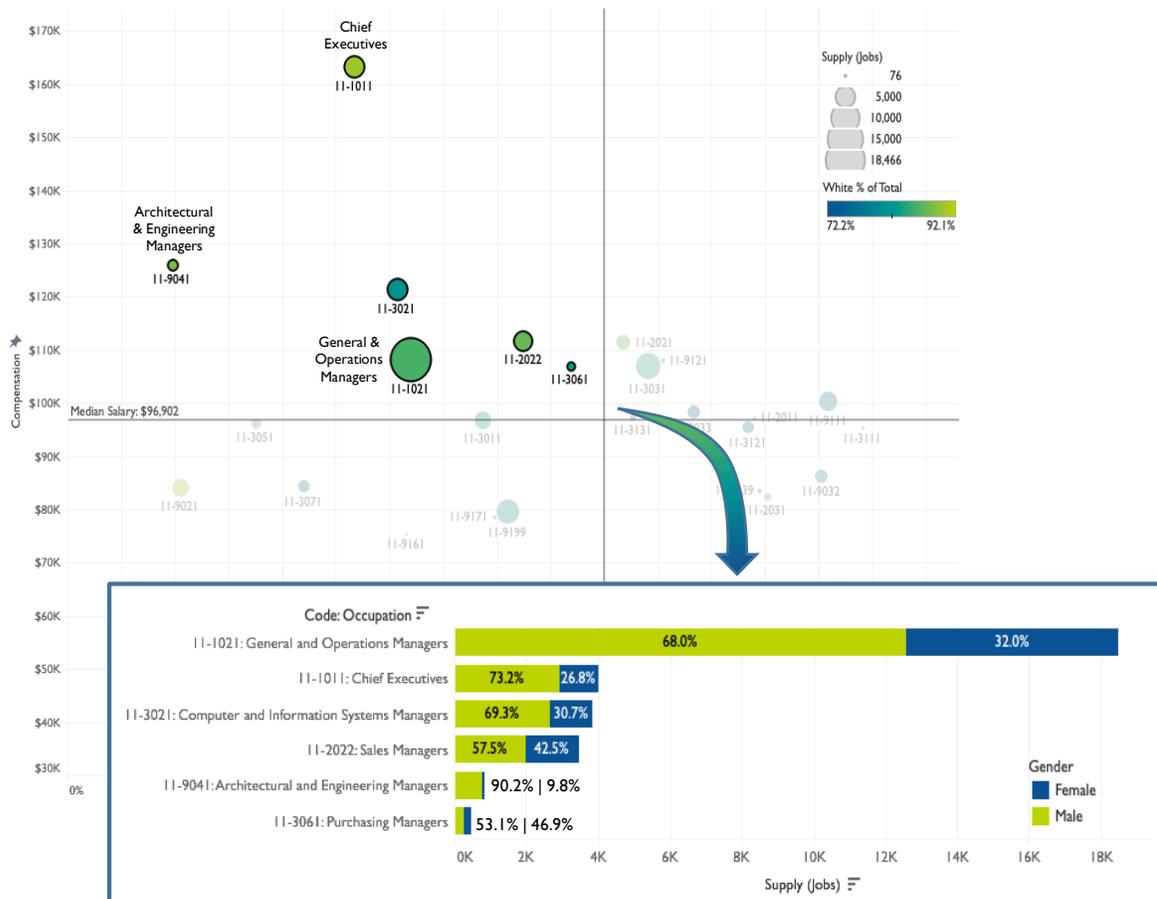
To assess the relationship between compensation and female representation, the two variables were plotted against one another for each occupation included in the analysis. Reference lines were added to the plot to display the midpoint of each axis and used to divide the occupations into four categories based upon where they fell on the plot. Each bubble represents an occupation. The size of the bubbles indicates the number of jobs associated with the occupation, and the color indicates the percent of white workers in the occupation. Each quadrant is analyzed separately on the following pages.



High Compensation/Low Female Representation Occupations

Key Findings:

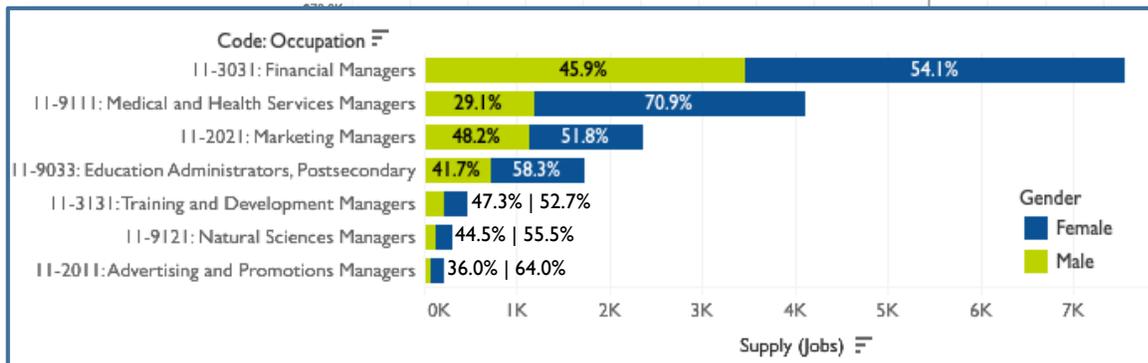
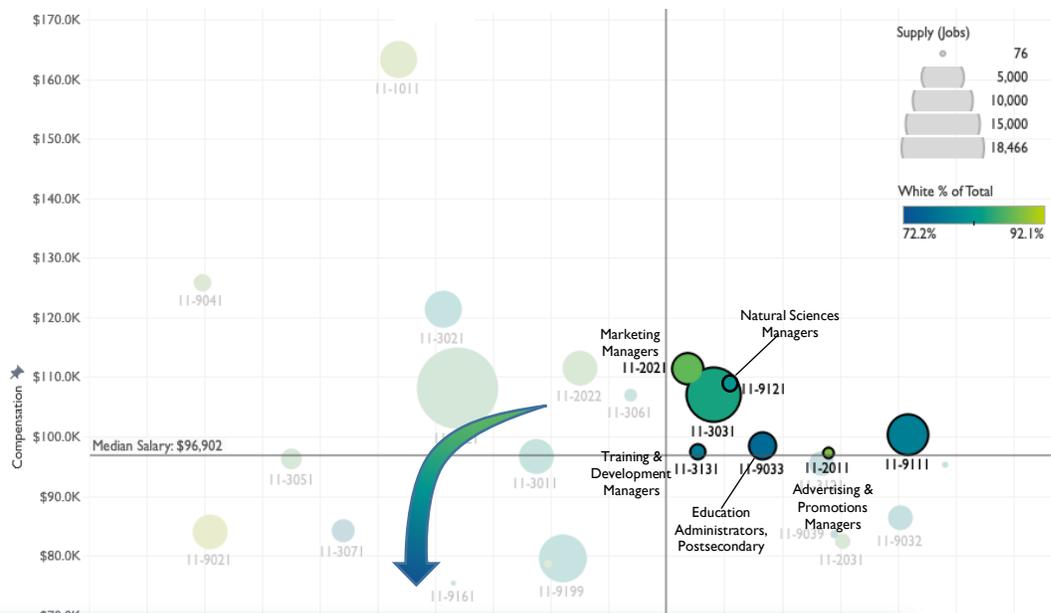
- **Six** managerial occupations (**19.4%**) fell into the high compensation/low female representation category. These six occupations also mapped to this quadrant in the previous reporting period.
- The occupation in this category with the highest median salary is **Chief Executives** at **\$163,198**. This is also the highest median salary across all occupations. Women occupy **26.8%** of these jobs, which places the Chief Executives occupation in the bottom five (**26th** out of 31) in terms of female representation. It is also among the least racially diverse, with only **9.6%** of jobs held by non-white workers.
- The occupation within this quadrant (and across all quadrants) with the lowest female representation (**9.8%**) is **Architectural and Engineering Managers**. It has the second-highest median salary at **\$125,901** while ranking **26th** in racial diversity, with **11.3%** of jobs being held by non-white workers. There were no substantive changes in representation for this occupation from the prior reporting period.
- **General and Operations Managers** is the occupation with the greatest number of jobs in this category and overall (**18,466**). It ranks **23rd** in terms of female representation, with **32.0%** of jobs held by women. This is a **1.1%** increase in female representation from the previous report. This occupation ranks **20th** in terms of racial diversity, with **13.8%** of jobs held by non-whites, a **.6% increase** from the last reporting period.



High Compensation/ High Female Representation Occupations

Key Findings:

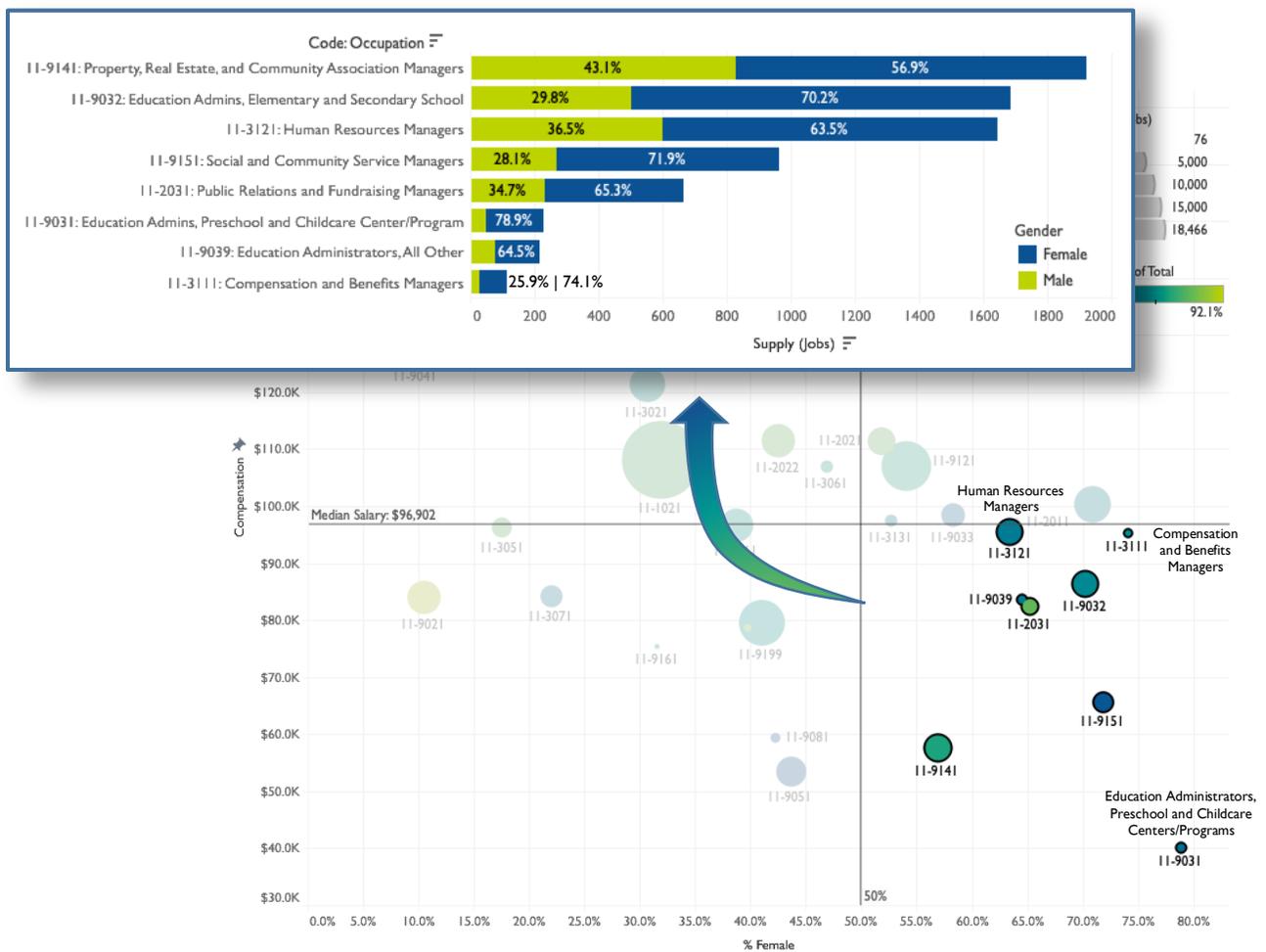
- **Seven** managerial occupations (**22.6%**) mapped to the high compensation/high female representation quadrant. This is a net increase of three occupations from the previous study. Occupations joining this quadrant include **Marketing Managers, Natural Science Managers, Training and Development Managers, Education Administrators – Postsecondary, and Advertising and Promotions Managers**. Occupations that moved out of this quadrant are **Human Resources Managers and Compensation and Benefits Managers**.
- Two occupations, **Marketing and Development Managers** and **Natural Sciences Managers**, moved into this quadrant by increasing female representation. The largest increase was for **Natural Sciences Managers**, where representation jumped **5.5%** to **55.5%**. Female representation for **Marketing and Development Managers** increased **3.4%** to **51.8%**.
- Three occupations moved into the quadrant due to their median salary rising above the median across all occupations. They are **Education Administrators – Postsecondary (\$98,329), Training and Development Managers (\$97,338), and Advertising and Promotions Managers (\$97,253)**. Female representation for **Education Administrators – Postsecondary** and **Training and Development Managers** declined by **2.9%** and **0.3%**, respectively, while increasing **5.4%** for **Advertising and Promotions Managers**.



Low Compensation/ High Female Representation Occupations

Key Findings:

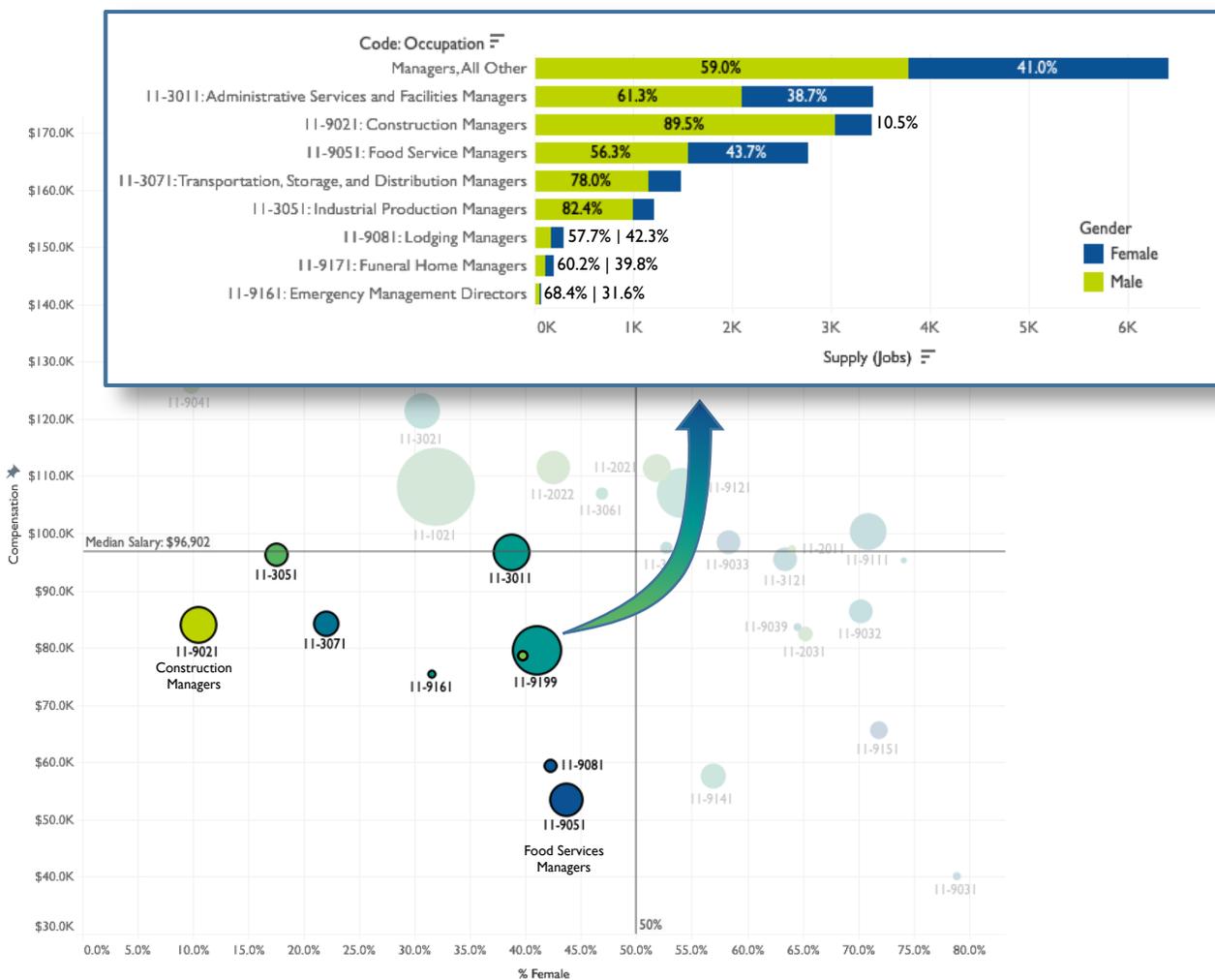
- **Eight** managerial occupations (**25.8%**) fell into the low compensation/high female representation category, constituting a net loss of one occupation from the previous reporting period. Three occupations moved out of this quadrant (**Training and Development Managers, Education Administrators – Postsecondary, and Advertising and Promotions Managers**). Concurrently, **Human Resources Managers** and **Compensation and Benefits Managers** occupations moved in.
- The two occupations joining this quadrant, **Human Resources Managers** and **Compensation and Benefits Managers**, did so due to their median salaries falling below the median across all occupations. For **Human Resources Managers**, the median pay grew by **2.6%** to **\$95,444** from the previous reporting period. The median salary for **Compensation and Benefits Managers** (**\$95,297**) remained roughly the same. Female representation increased for both these occupations to **63.5%** and **74.1%**, respectively.
- The occupation in this category with the lowest median salary is **Education Administrators, Preschool and Childcare Center/Program** at **\$40,176**, the lowest median pay across all managerial occupations studied. While this occupation’s position as the lowest-paid is consistent with previous findings, it is worth noting that median income for this occupation decreased by **15.3%**. It ranks **5th** in terms of racial diversity with **23.7%** of jobs held by non-white workers.



Low Compensation/ Low Female Representation Occupations

Key Findings:

- **Nine** of the managerial occupations (**29.0%**) studied fell into the low compensation/low female representation category. Occupational membership in this quadrant remained the same from the previous study.³
- The occupation in this category with the lowest median salary is **Food Service Managers** at **\$53,501**. Women occupy **43.7%** of jobs in this occupation, placing it **17th** among managerial occupations in female representation. It ranks **1st** in terms of racial diversity, with **27.8%** of jobs held by non-white workers.
- The occupation with the lowest female representation in this category is **Construction Managers** at **10.5%**. That percentage is the second-lowest of all the managerial occupations. It also ranks last in terms of racial diversity, with **7.9%** of jobs being held by white workers.



³ Gambling Managers appeared in this quadrant in the 2019 study; however, it is not displayed above due to there being insufficient data to make estimates for the occupation.

APPENDIX: DETAILED OCCUPATION DATA



Chief Executives (11-1011)

Median Salary

\$163.2K ▼ -12.2%
National Median*

Jobs

4,009 ▲ 178.4%
National Average*

Past Growth
(2015-2020)



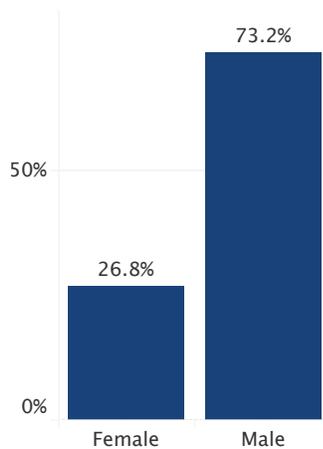
1-Year
Projected Growth
(2020-2021)



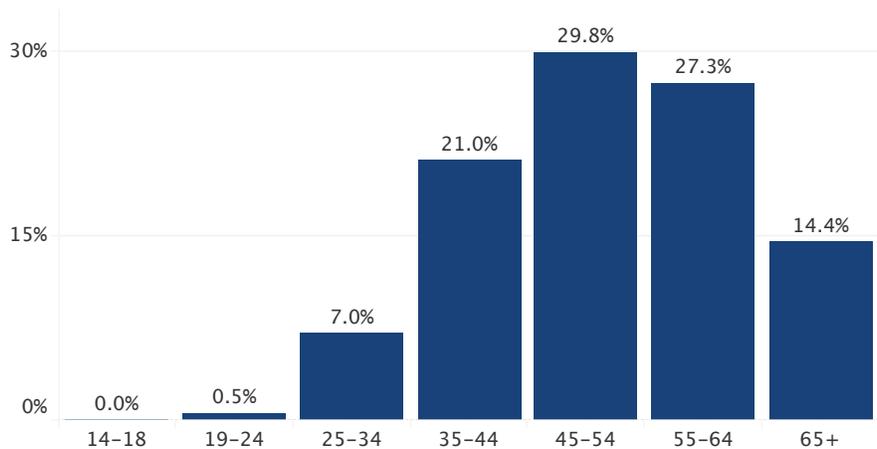
5-Year
Projected Growth
(2020-2025)



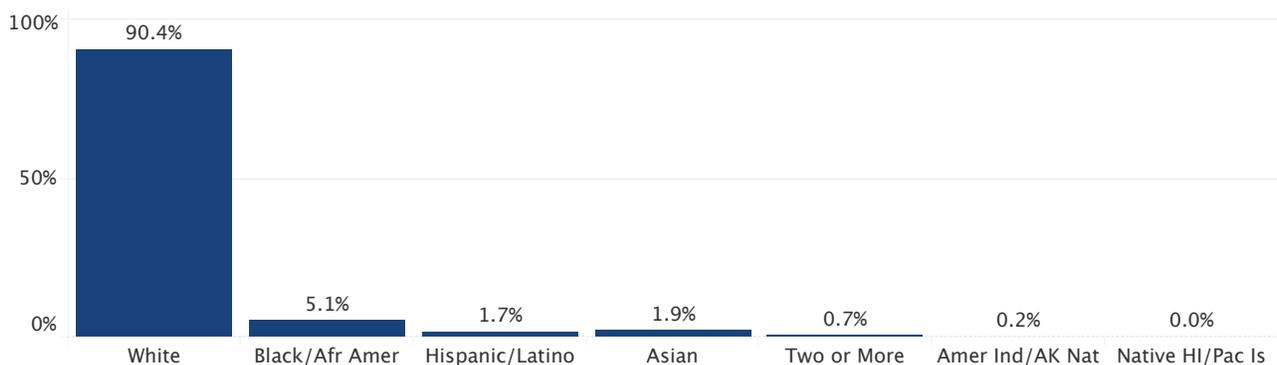
Gender



Age



Race/Ethnicity



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General and Operations Managers (11-1021)

Median Salary

\$108.2K ▲ 4.4%
National Median*

Jobs

18,466 ▲ 12.3%
National Average*

Past Growth
(2015-2020)



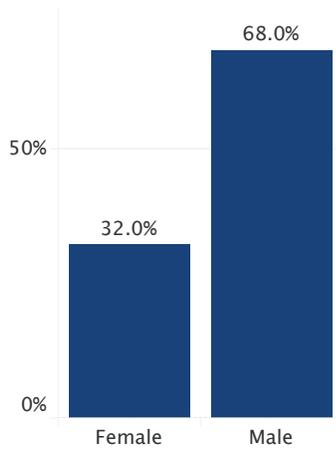
1-Year
Projected Growth
(2020-2021)



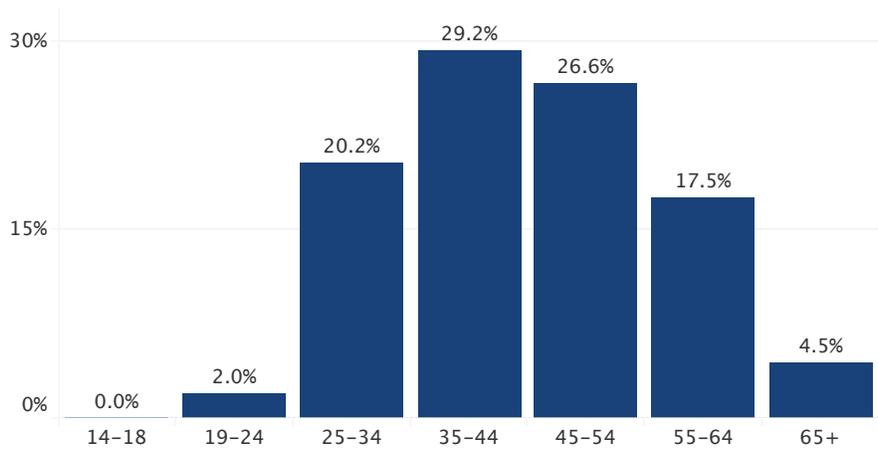
5-Year
Projected Growth
(2020-2025)



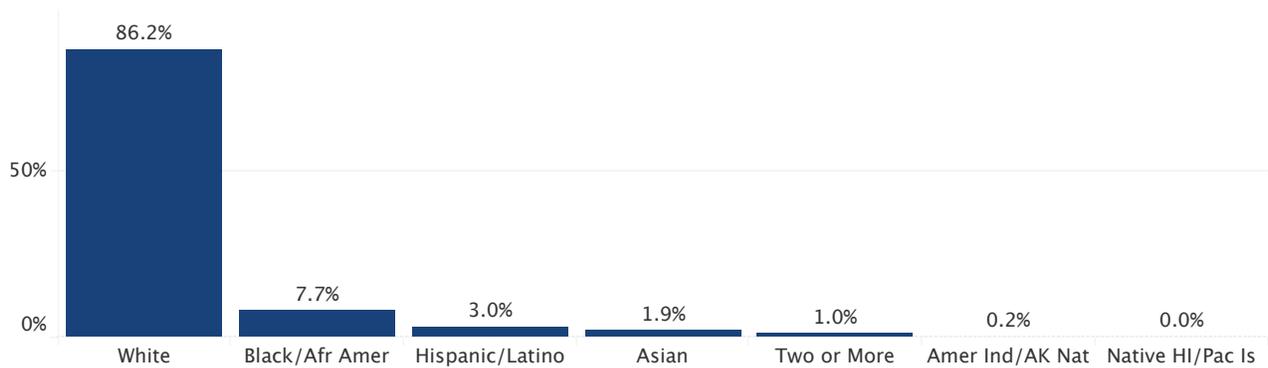
Gender



Age



Race/Ethnicity



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Advertising and Promotions Managers (11-2011)

Median Salary

\$97.3K ▼ -27.1%
National Median*

Jobs

225 ▲ 50.0%
National Average*

Past Growth (2015-2020)



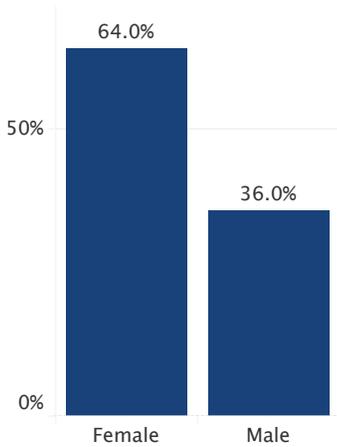
1-Year Projected Growth (2020-2021)



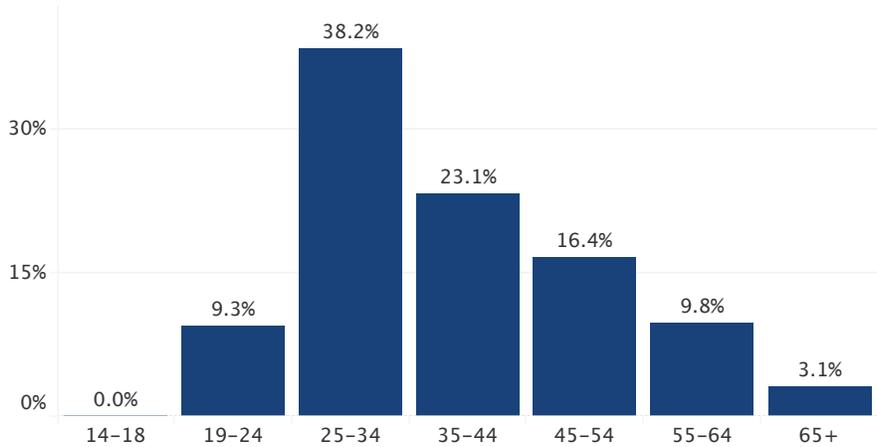
5-Year Projected Growth (2020-2025)



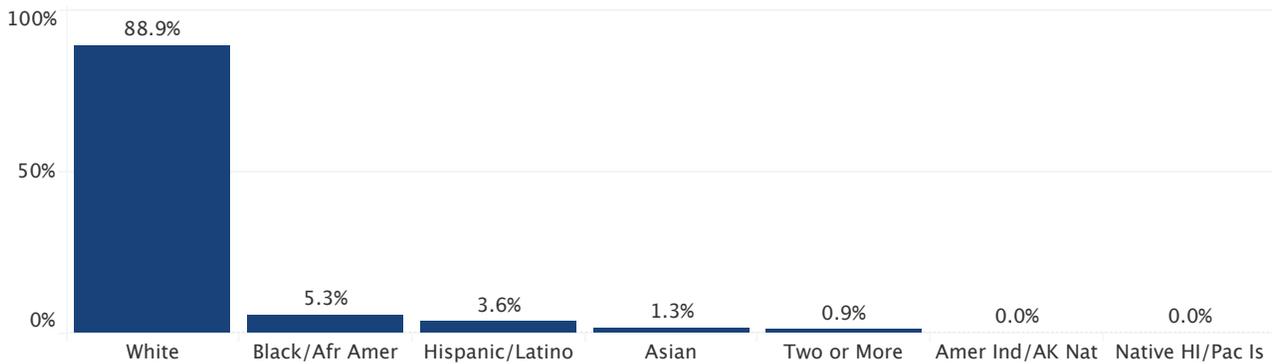
Gender



Age



Race/Ethnicity



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Marketing Managers (11-2021)

Median Salary

\$111.4K ▼ -21.7%
National Median*

Jobs

2,366 ▲ 26.6%
National Average*

Past Growth
(2015-2020)



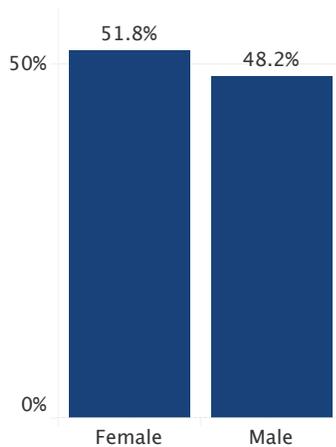
1-Year
Projected Growth
(2020-2021)



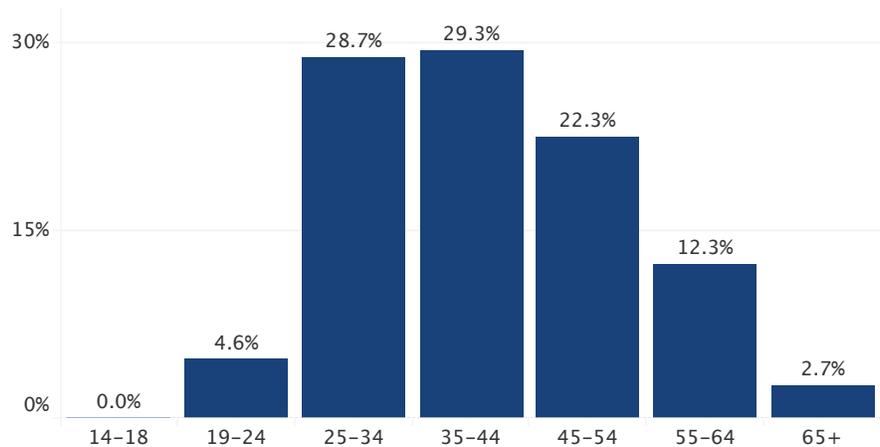
5-Year
Projected Growth
(2020-2025)



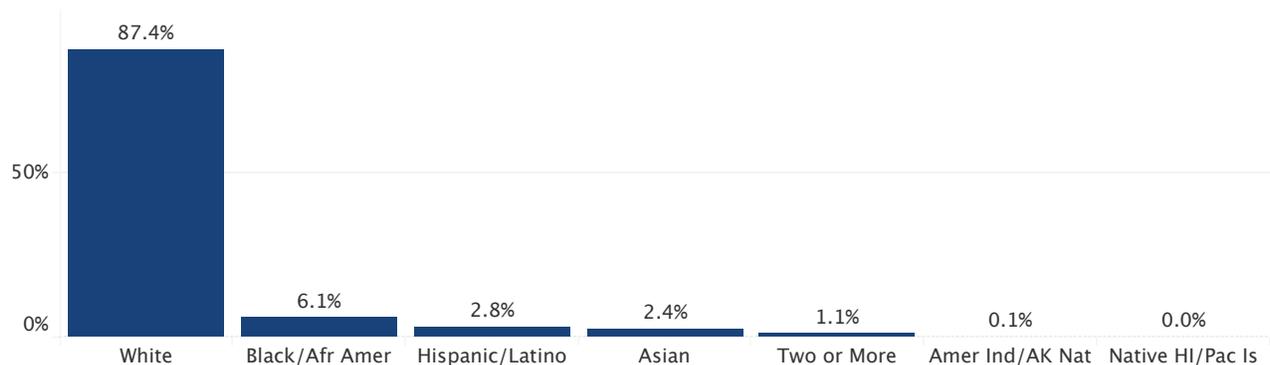
Gender



Age



Race/Ethnicity



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Sales Managers (11-2022)

Median Salary

\$111.6K ▼ -15.7%
National Median*

Jobs

3,480 ▲ 30.2%
National Average*

Past Growth
(2015-2020)



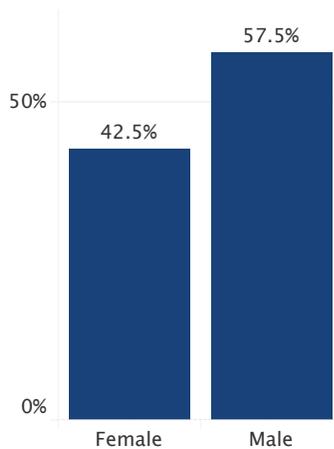
1-Year
Projected Growth
(2020-2021)



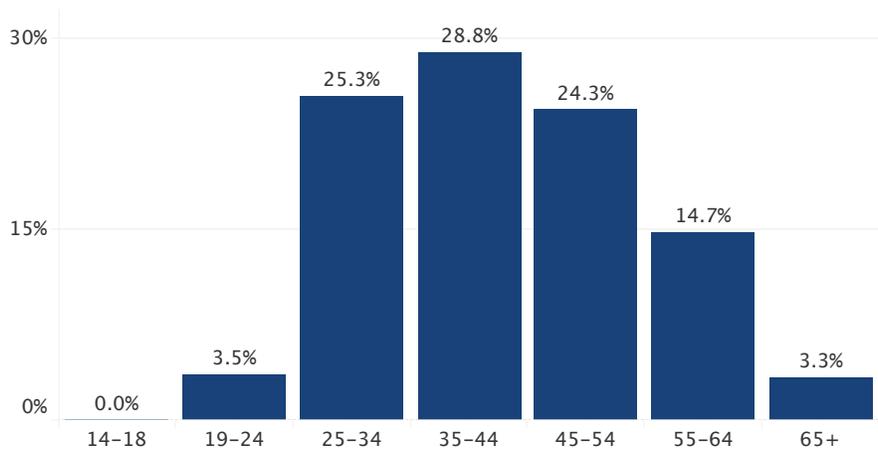
5-Year
Projected Growth
(2020-2025)



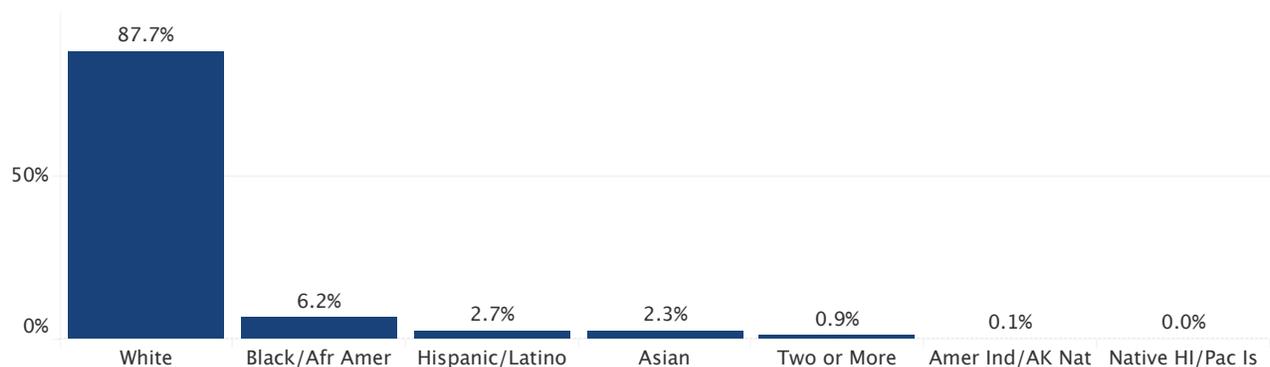
Gender



Age



Race/Ethnicity



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Public Relations and Fundraising Managers (11-2031)

Median Salary

\$82.4K ▼ -30.5%
National Median*

Jobs

665 ▲ 1.4%
National Average*

Past Growth
(2015-2020)



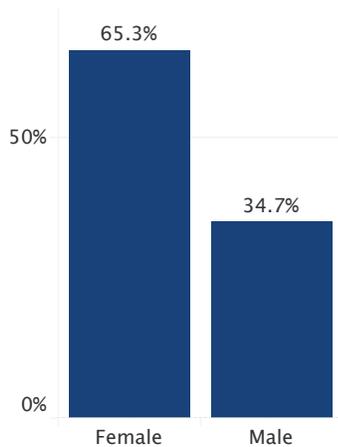
1-Year
Projected Growth
(2020-2021)



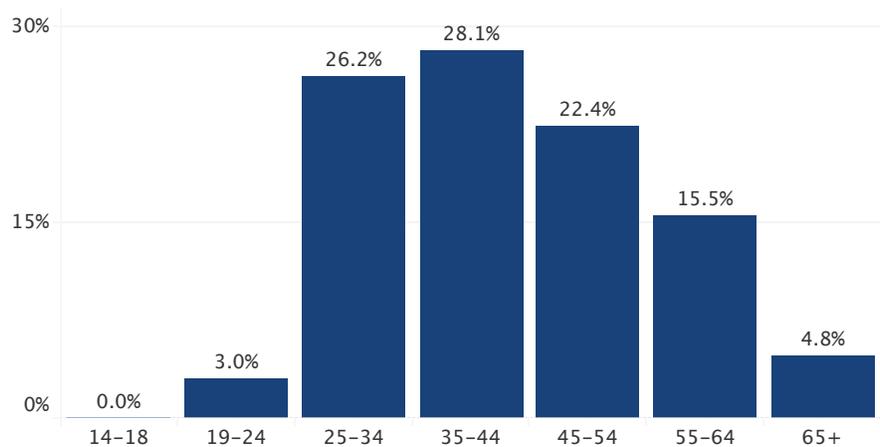
5-Year
Projected Growth
(2020-2025)



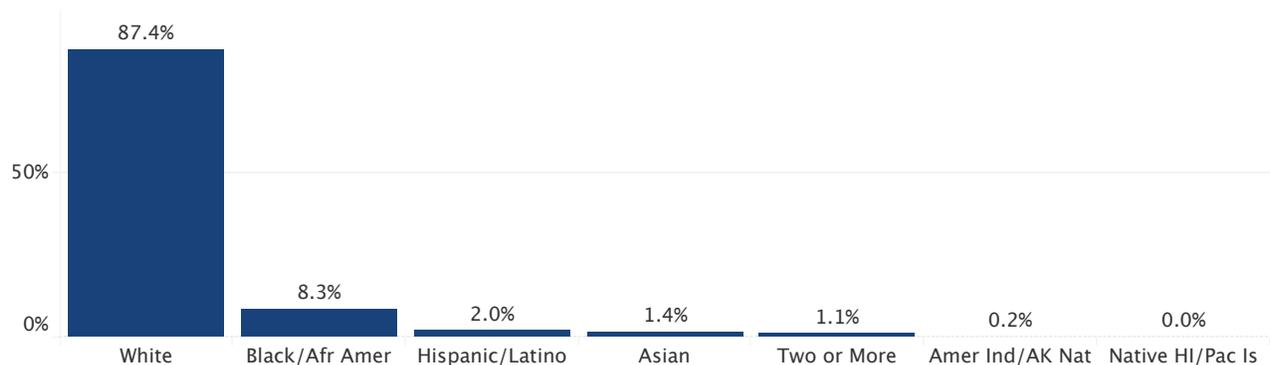
Gender



Age



Race/Ethnicity



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Administrative Services and Facilities Managers (11-3011)

Median Salary

\$96.7K ▼ -2.2%
National Median*

Jobs

3,428 ▲ 50.4%
National Average*

Past Growth
(2015-2020)



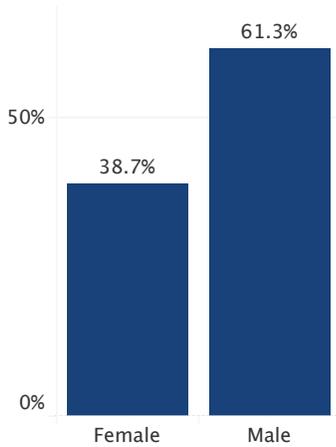
1-Year
Projected Growth
(2020-2021)



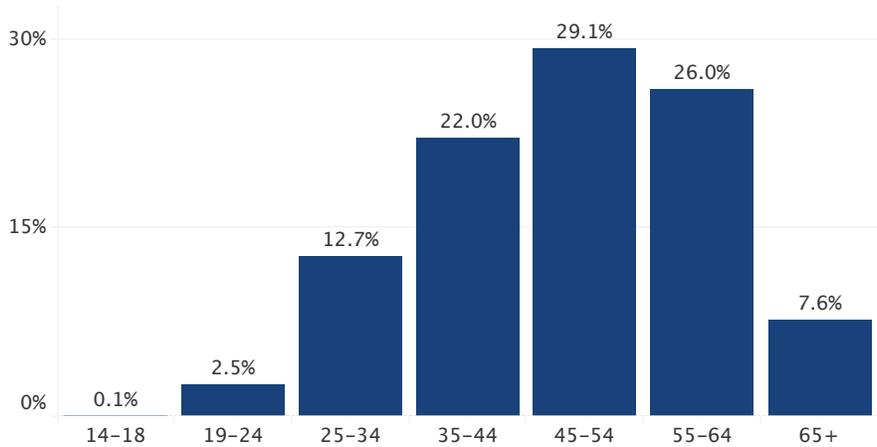
5-Year
Projected Growth
(2020-2025)



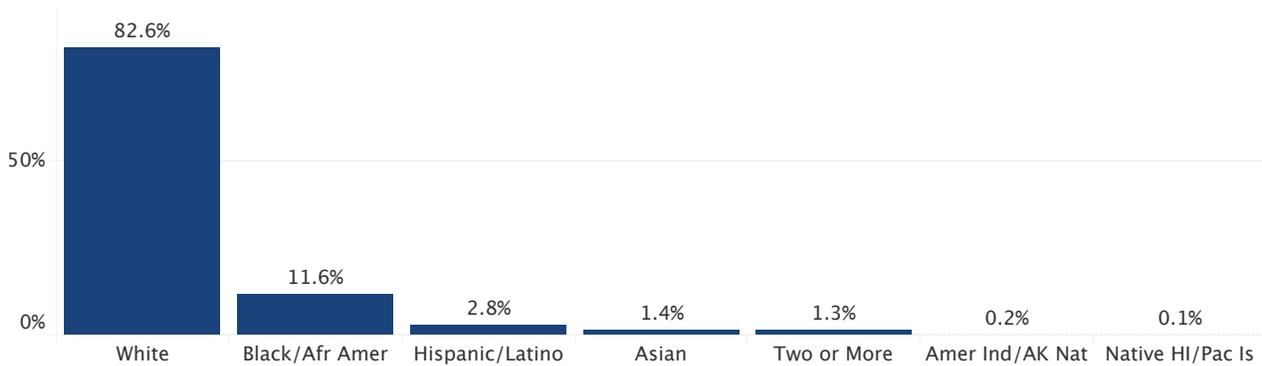
Gender



Age



Race/Ethnicity



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Computer and Information Systems Managers (11-3021)

Median Salary

\$121.3K ▼ -19.8%
National Median*

Jobs

3,861 ▲ 18.4%
National Average*

Past Growth
(2015-2020)



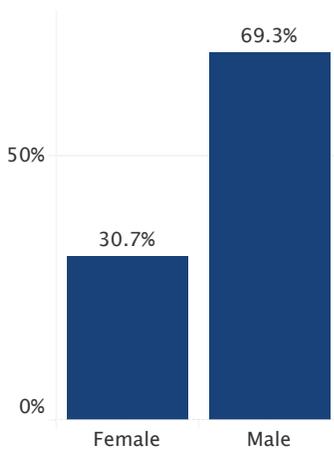
1-Year
Projected Growth
(2020-2021)



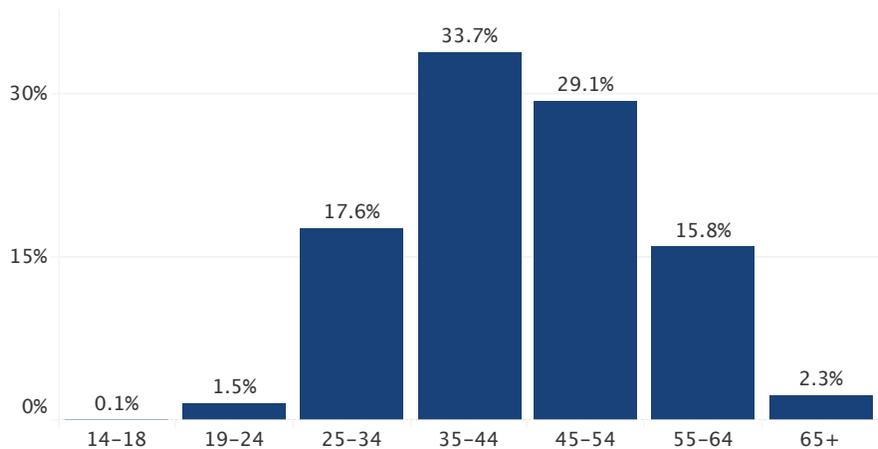
5-Year
Projected Growth
(2020-2025)



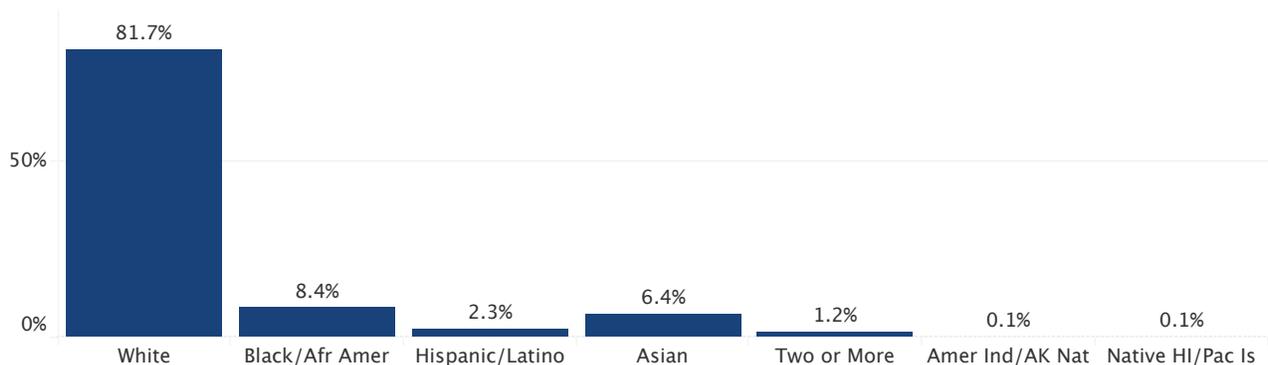
Gender



Age



Race/Ethnicity



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Financial Managers (11-3031)

Median Salary

\$106.9K ▼ -20.3%
National Median*

Jobs

7,555 ▲ 62.9%
National Average*

Past Growth
(2015-2020)



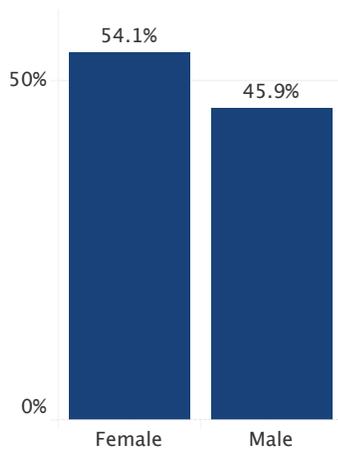
1-Year
Projected Growth
(2020-2021)



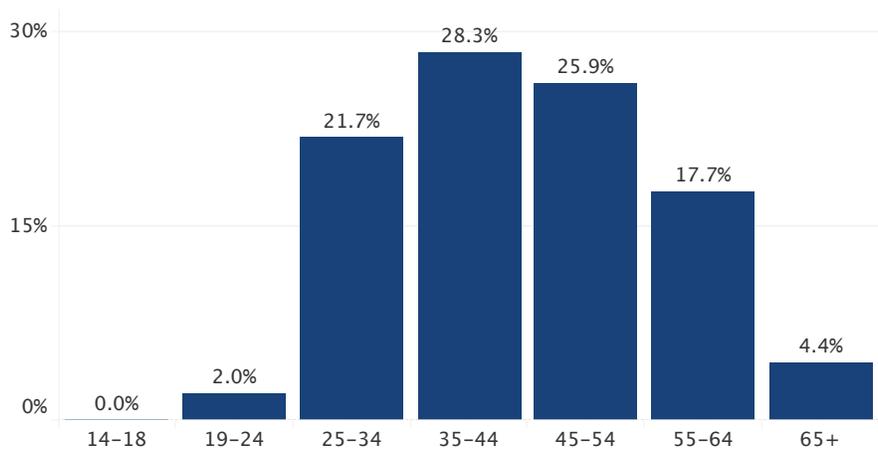
5-Year
Projected Growth
(2020-2025)



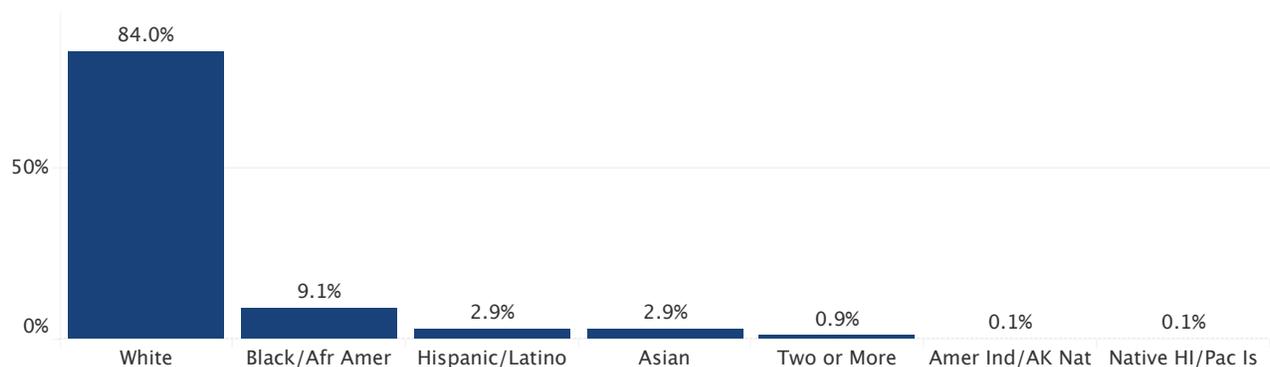
Gender



Age



Race/Ethnicity



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Industrial Production Managers (11-3051)

Median Salary

\$96.2K ▼ -11.5%
National Median*

Jobs

1,217 ▲ 1.1%
National Average*

Past Growth
(2015-2020)



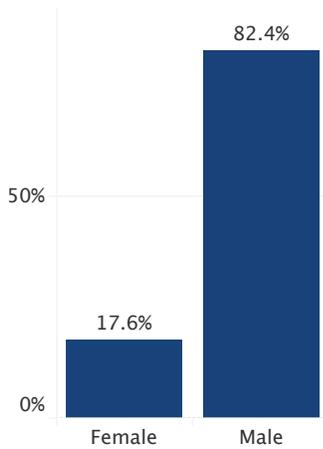
1-Year
Projected Growth
(2020-2021)



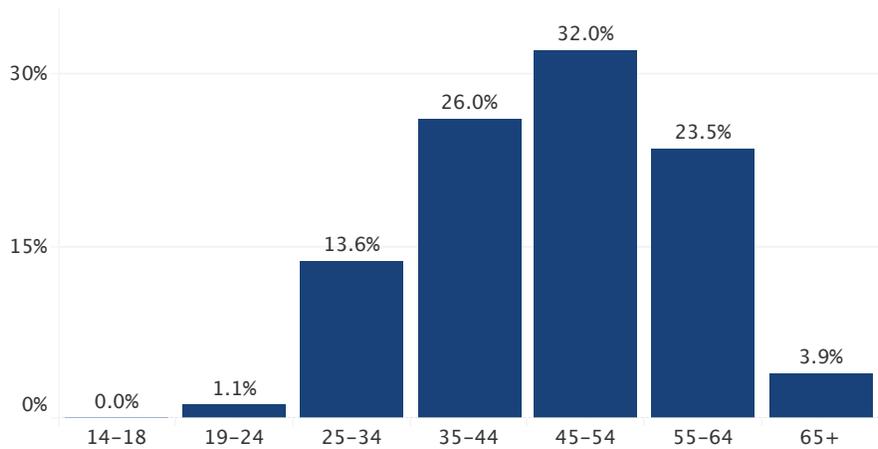
5-Year
Projected Growth
(2020-2025)



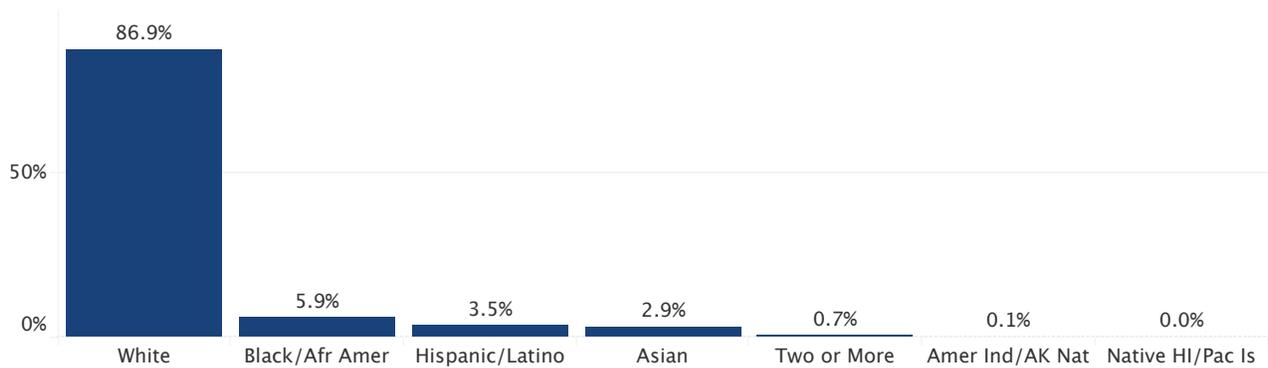
Gender



Age



Race/Ethnicity



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Purchasing Managers (11-3061)

Median Salary

\$106.9K ▼ -15.1%
National Median*

Jobs

486 ▼ -3.0%
National Average*

Past Growth
(2015-2020)



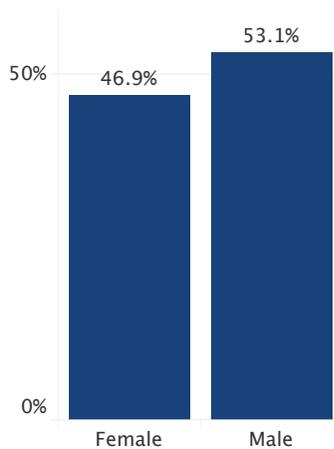
1-Year
Projected Growth
(2020-2021)



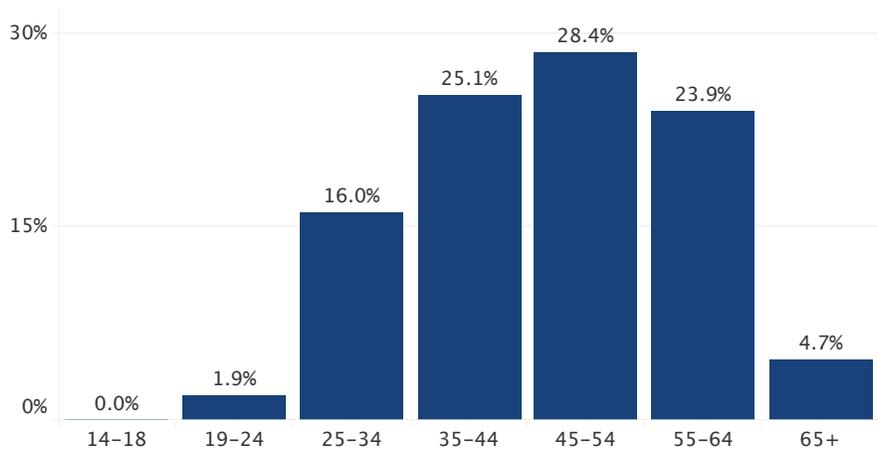
5-Year
Projected Growth
(2020-2025)



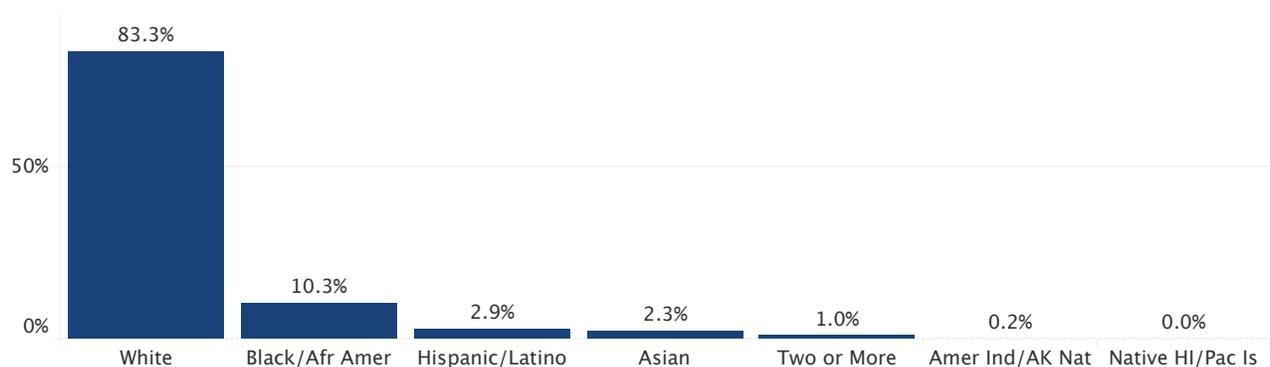
Gender



Age



Race/Ethnicity



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Transportation, Storage, and Distribution Managers (11-3071)

Median Salary

\$84.3K

▼ -12.6%
National Median*

Jobs

1,489

▲ 58.9%
National Average*

Past Growth
(2015-2020)



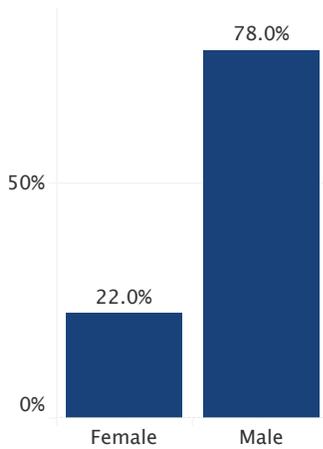
1-Year
Projected Growth
(2020-2021)



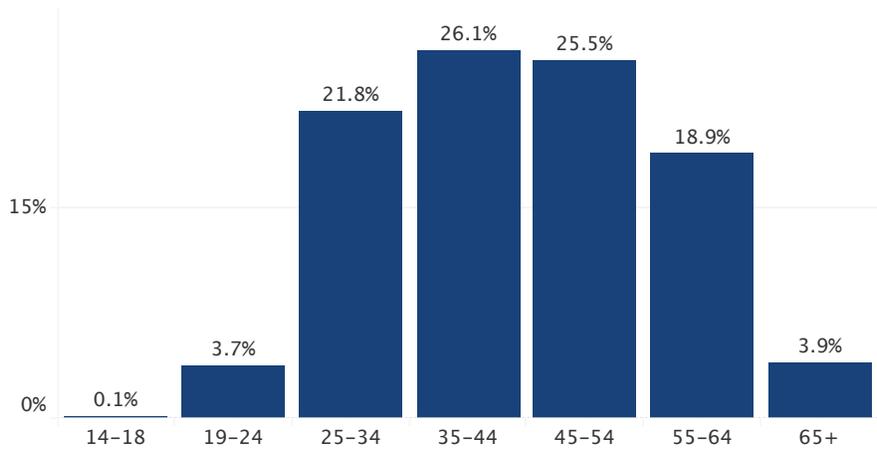
5-Year
Projected Growth
(2020-2025)



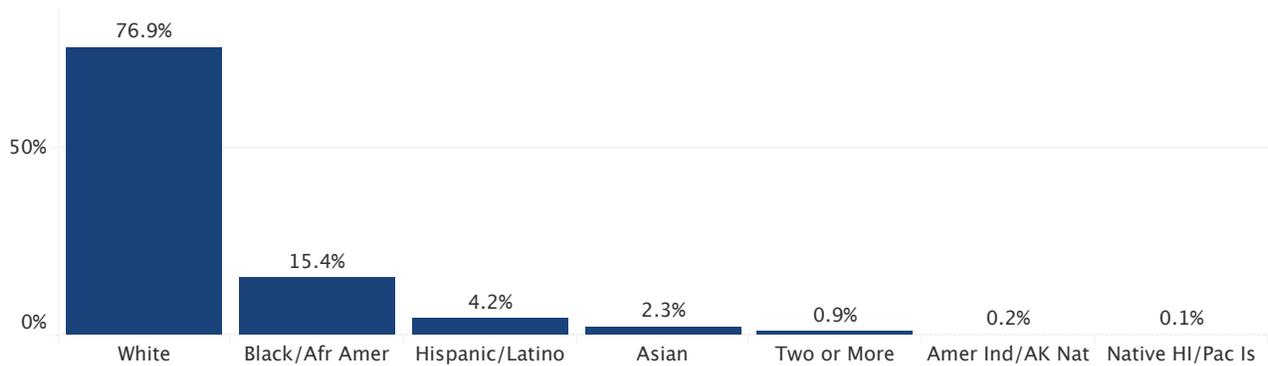
Gender



Age



Race/Ethnicity



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Compensation and Benefits Managers (11-3111)

Median Salary

\$95.3K

▼ -23.8%
National Median*

Jobs

115

▲ 5.5%
National Average*

Past Growth
(2015-2020)



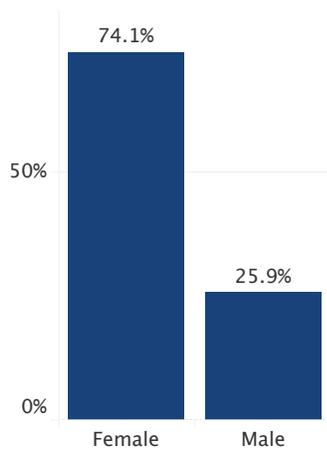
1-Year
Projected Growth
(2020-2021)



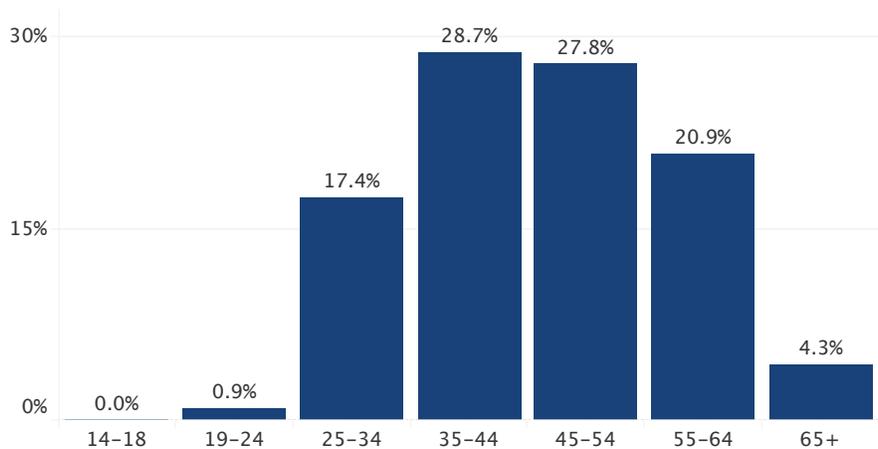
5-Year
Projected Growth
(2020-2025)



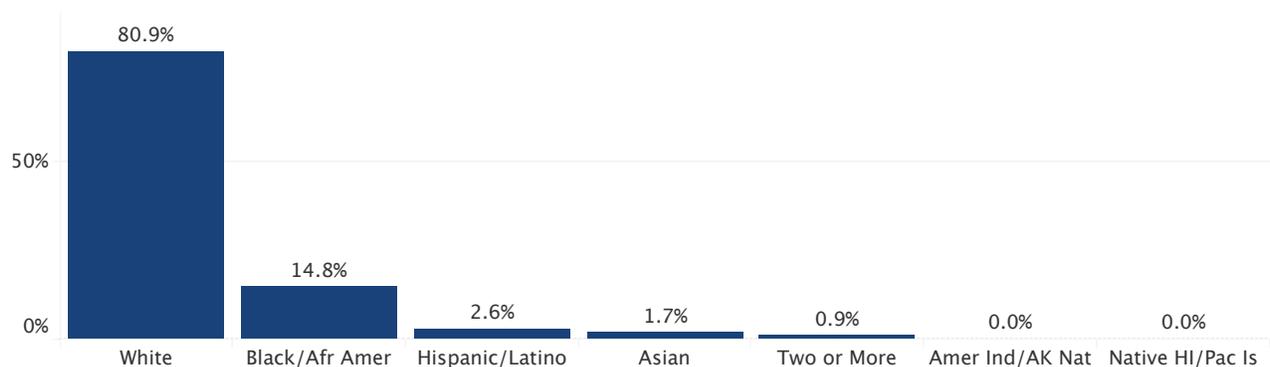
Gender



Age



Race/Ethnicity



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Human Resources Managers (11-3121)

Median Salary

\$95.4K ▼ -21.3%
National Median*

Jobs

1,642 ▲ 40.2%
National Average*

Past Growth
(2015-2020)



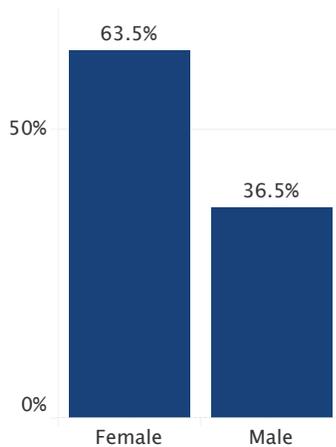
1-Year
Projected Growth
(2020-2021)



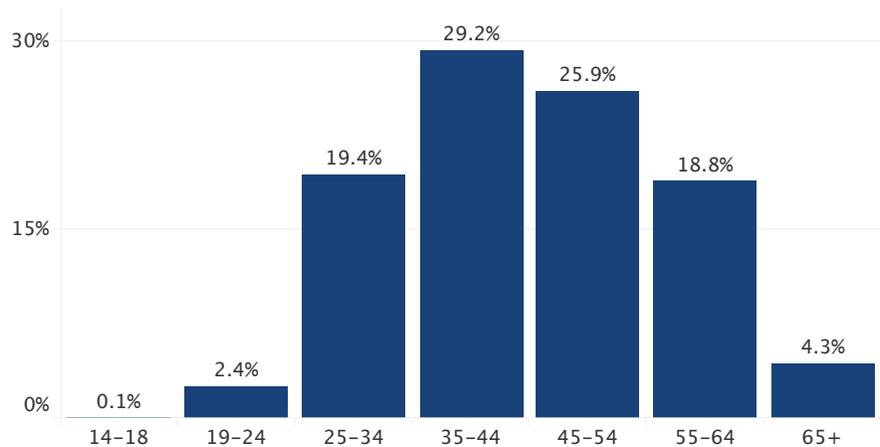
5-Year
Projected Growth
(2020-2025)



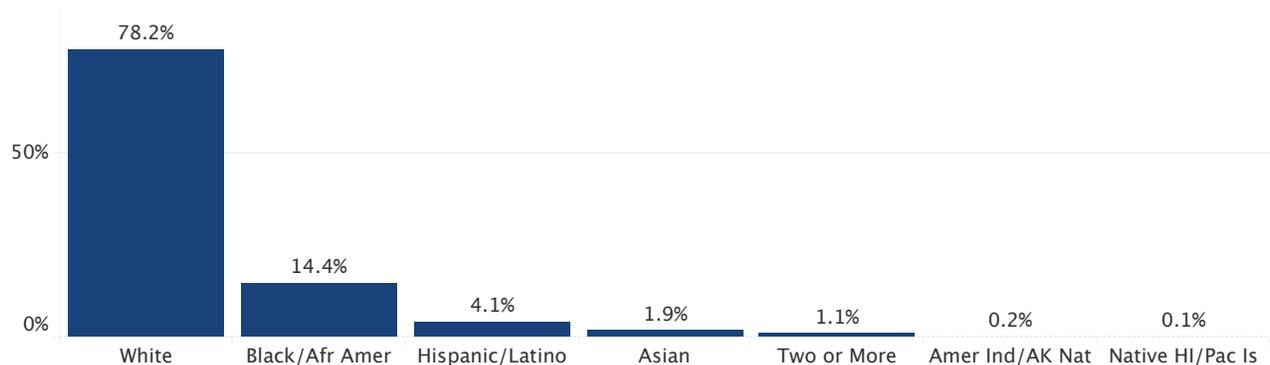
Gender



Age



Race/Ethnicity



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Training and Development Managers (11-3131)

Median Salary

\$97.3K ▼ -15.8%
National Median*

Jobs

474 ▲ 42.8%
National Average*

Past Growth
(2015-2020)



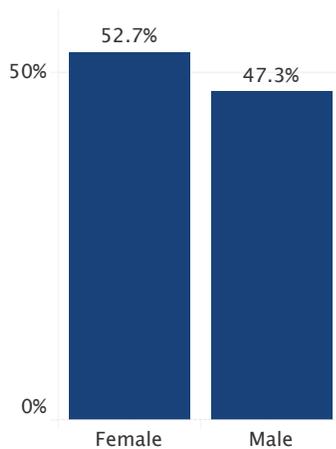
1-Year
Projected Growth
(2020-2021)



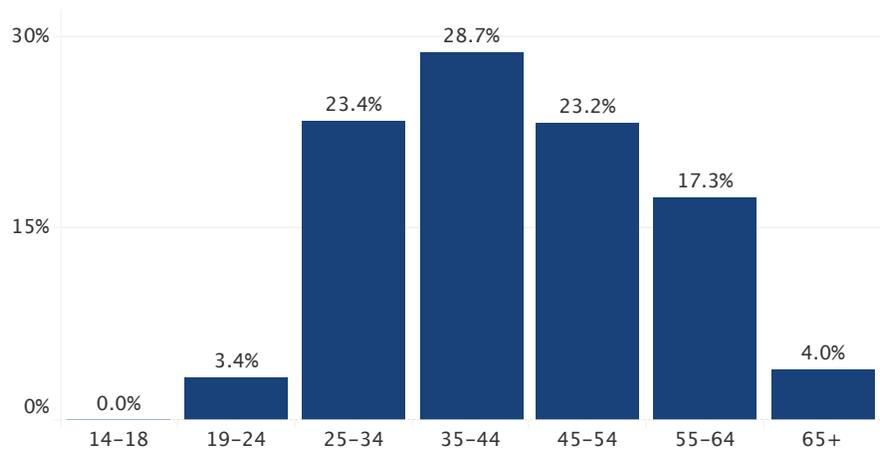
5-Year
Projected Growth
(2020-2025)



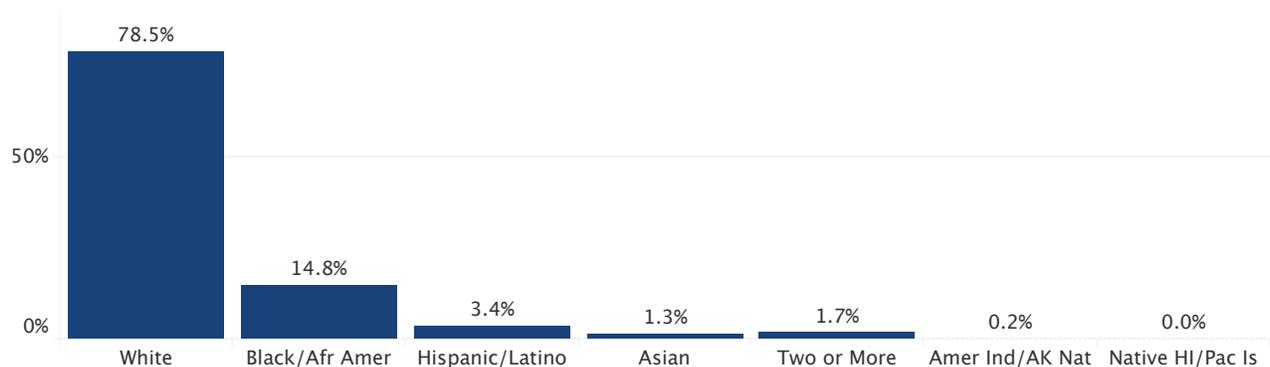
Gender



Age



Race/Ethnicity



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Construction Managers (11-9021)

Median Salary

\$84.0K ▼ -13.6%
National Median*

Jobs

3,408 ▲ 73.6%
National Average*

Past Growth
(2015-2020)



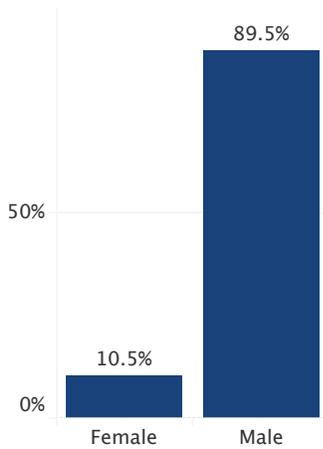
1-Year
Projected Growth
(2020-2021)



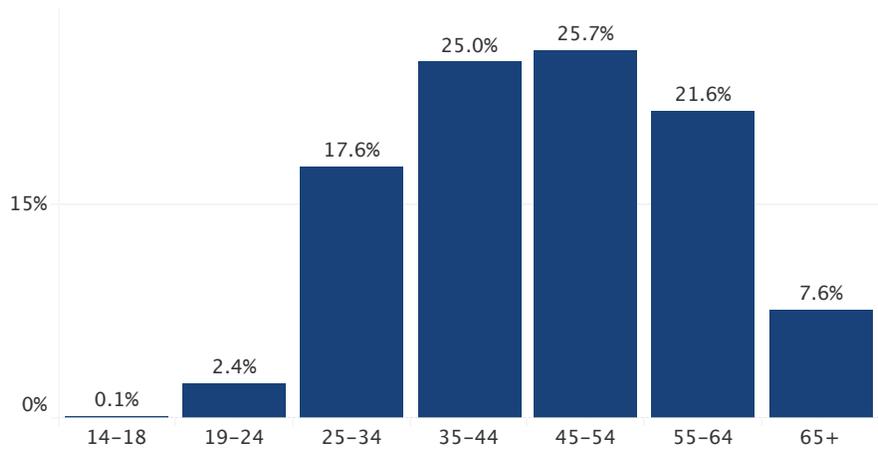
5-Year
Projected Growth
(2020-2025)



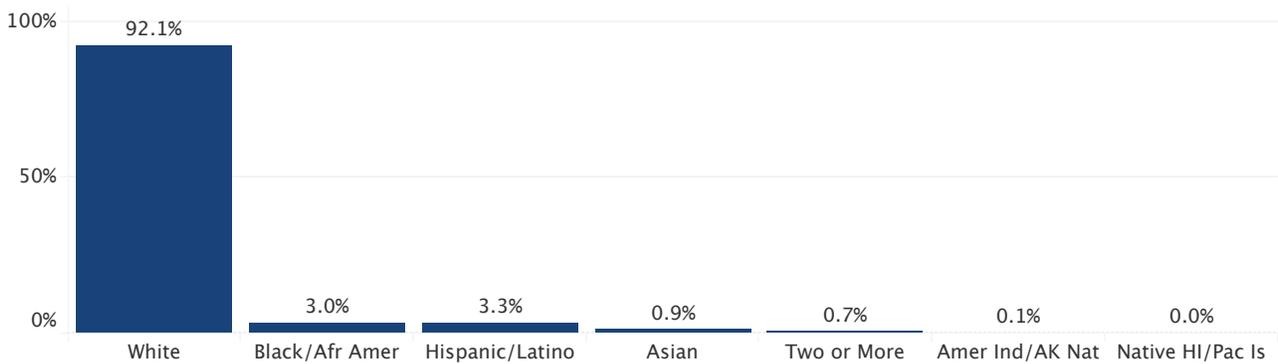
Gender



Age



Race/Ethnicity



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Education Administrators, Preschool and Childcare Center/Program (11-9031)

Median Salary

\$40.2K ▼ -18.3%
National Median*

Jobs

228 ▼ -38.5%
National Average*

Past Growth
(2015-2020)



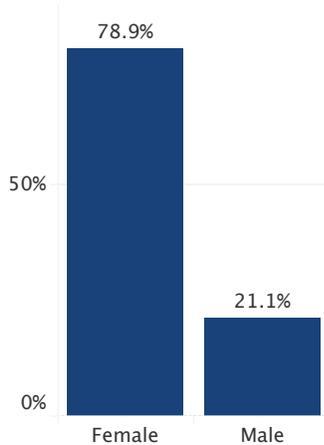
1-Year
Projected Growth
(2020-2021)



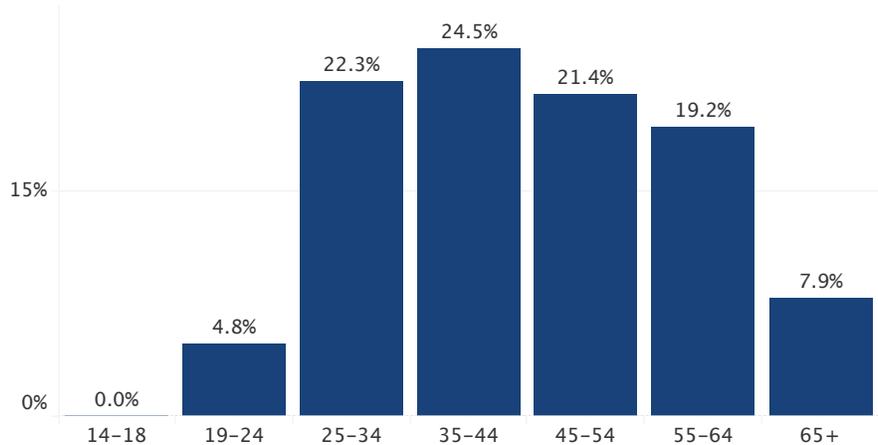
5-Year
Projected Growth
(2020-2025)



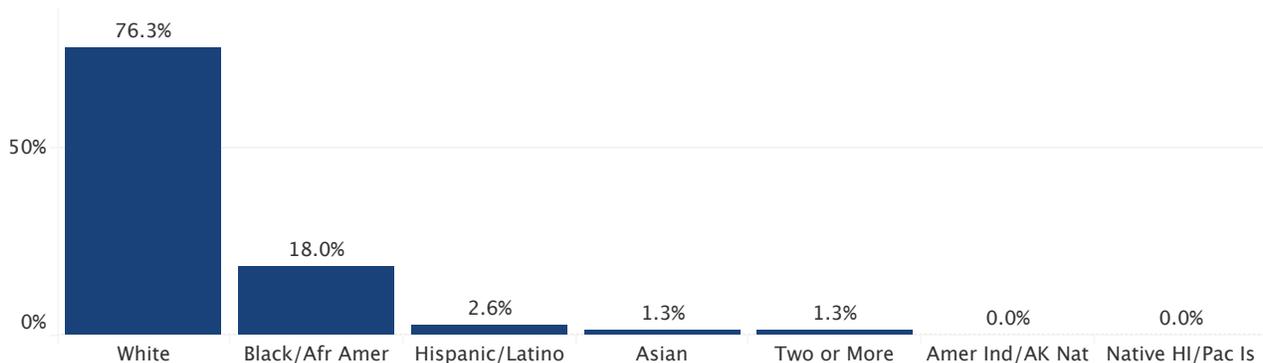
Gender



Age



Race/Ethnicity



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Education Administrators, Elementary and Secondary School (11-9032)

Median Salary

\$86.3K ▼ -12.4%
National Median*

Jobs

1,685 ▼ -4.6%
National Average*

Past Growth
(2015-2020)



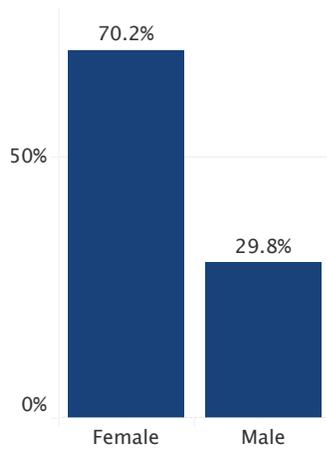
1-Year
Projected Growth
(2020-2021)



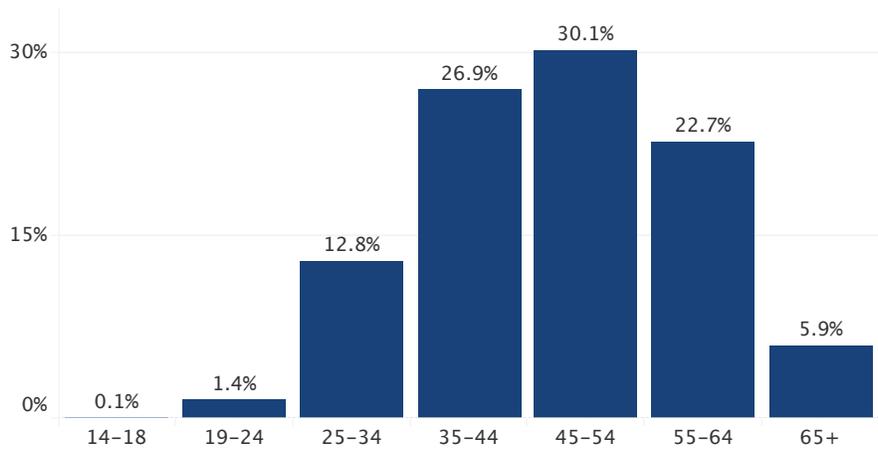
5-Year
Projected Growth
(2020-2025)



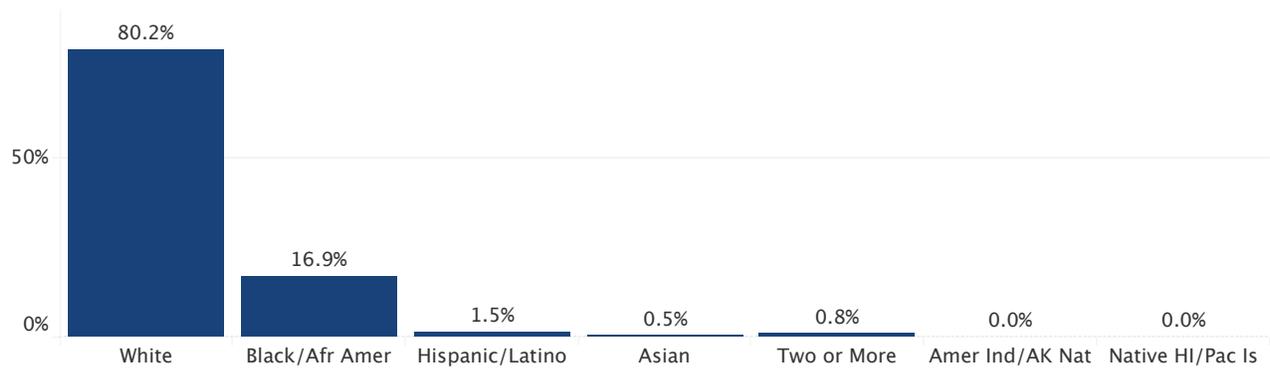
Gender



Age



Race/Ethnicity



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Education Administrators, Postsecondary (11-9033)

Median Salary

\$98.3K ▲ .9%
National Median*

Jobs

1,727 ▼ -5.9%
National Average*

Past Growth
(2015-2020)



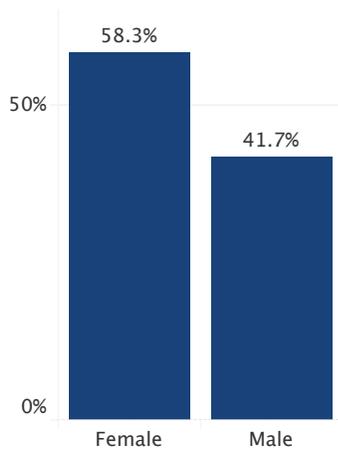
1-Year
Projected Growth
(2020-2021)



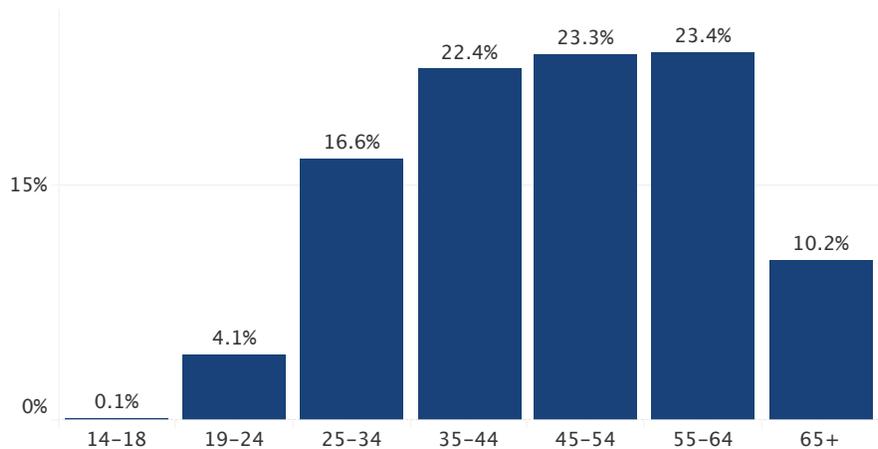
5-Year
Projected Growth
(2020-2025)



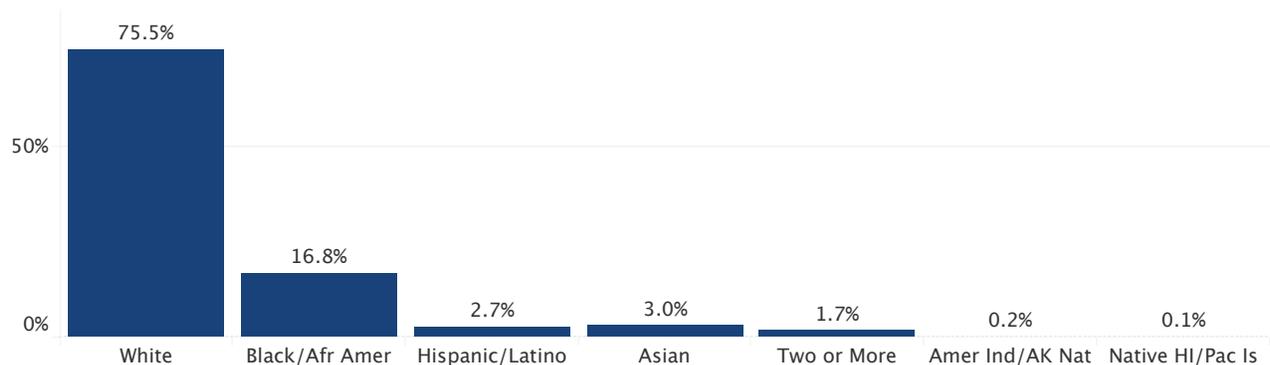
Gender



Age



Race/Ethnicity



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Education Administrators, All Other (11-9039)

Median Salary

\$83.5K ▼ -4.7%
National Median*

Jobs

217 ▼ -43.9%
National Average*

Past Growth
(2015-2020)



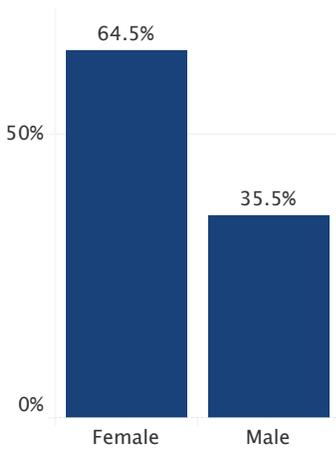
1-Year
Projected Growth
(2020-2021)



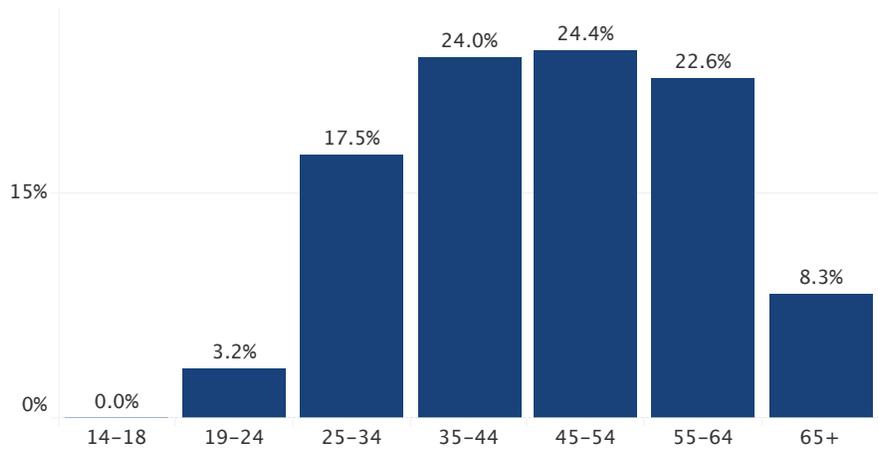
5-Year
Projected Growth
(2020-2025)



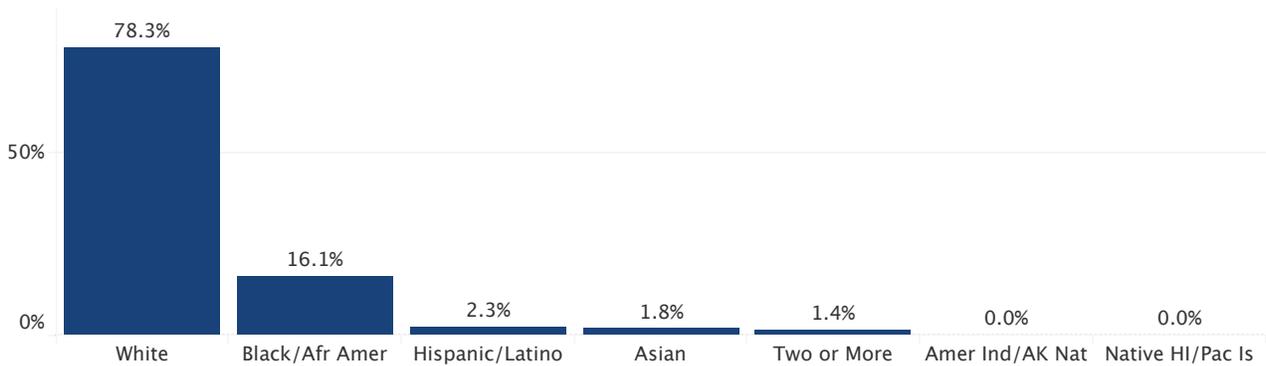
Gender



Age



Race/Ethnicity



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Architectural and Engineering Managers (11-9041)

Median Salary

\$125.9K ▼ -15.8%
National Median*

Jobs

857 ▼ -35.9%
National Average*

Past Growth
(2015-2020)



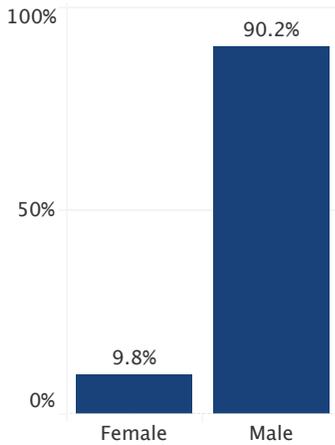
1-Year
Projected Growth
(2020-2021)



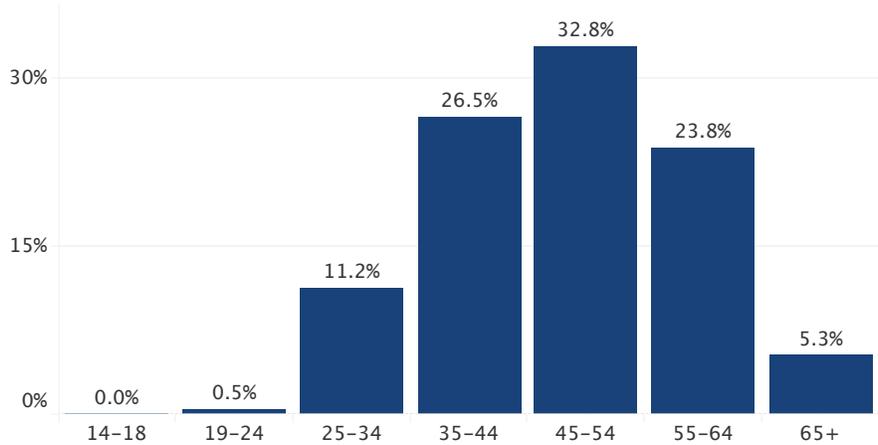
5-Year
Projected Growth
(2020-2025)



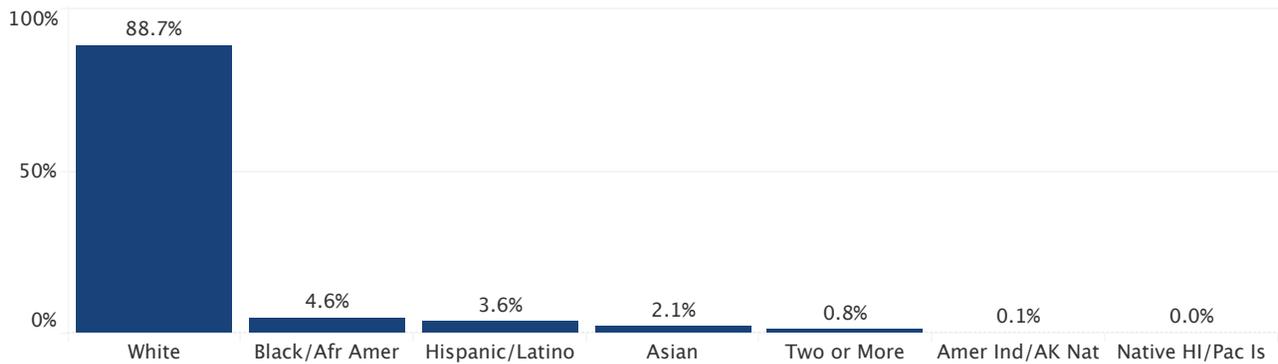
Gender



Age



Race/Ethnicity



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Food Service Managers (11-9051)

Median Salary

\$53.5K ▼ -5.5%
National Median*

Jobs

2,765 ▲ 108.2%
National Average*

Past Growth
(2015-2020)



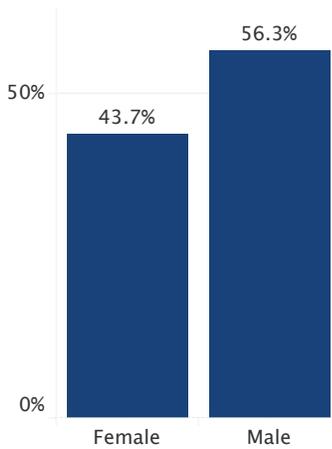
1-Year
Projected Growth
(2020-2021)



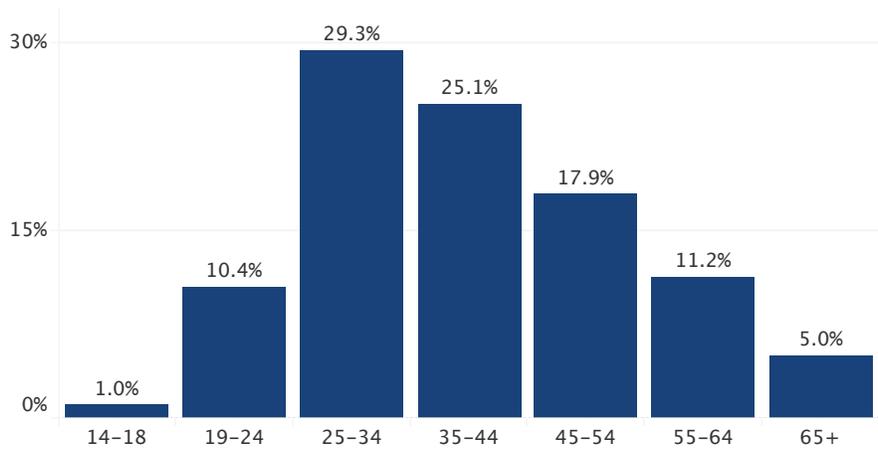
5-Year
Projected Growth
(2020-2025)



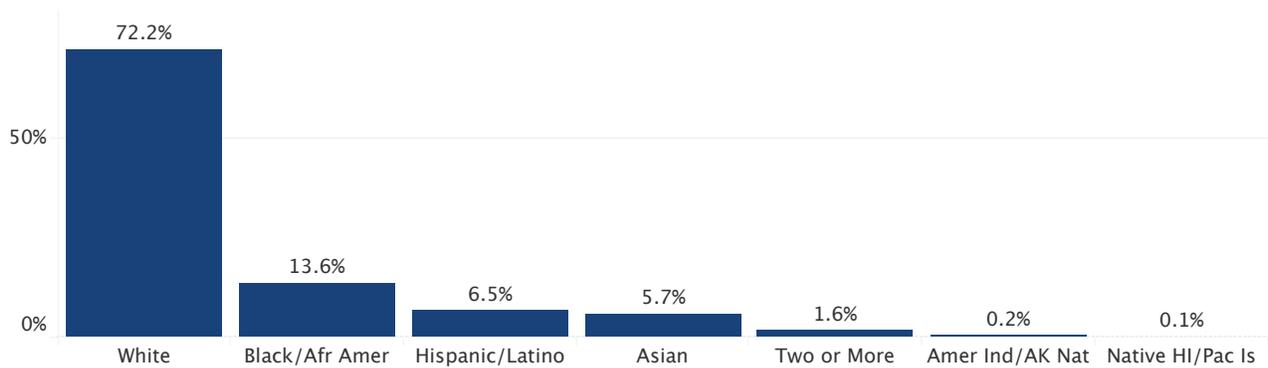
Gender



Age



Race/Ethnicity



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Lodging Managers (11-9081)

Median Salary

\$59.4K ▲ 4.8%
National Median*

Jobs

304 ▲ 48.3%
National Average*

Past Growth (2015-2020)



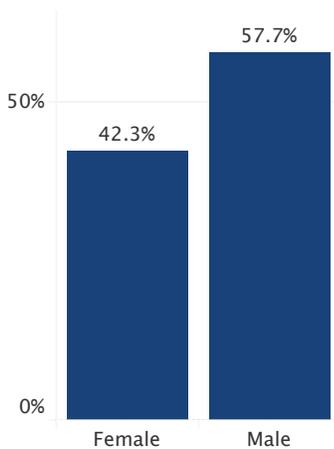
1-Year Projected Growth (2020-2021)



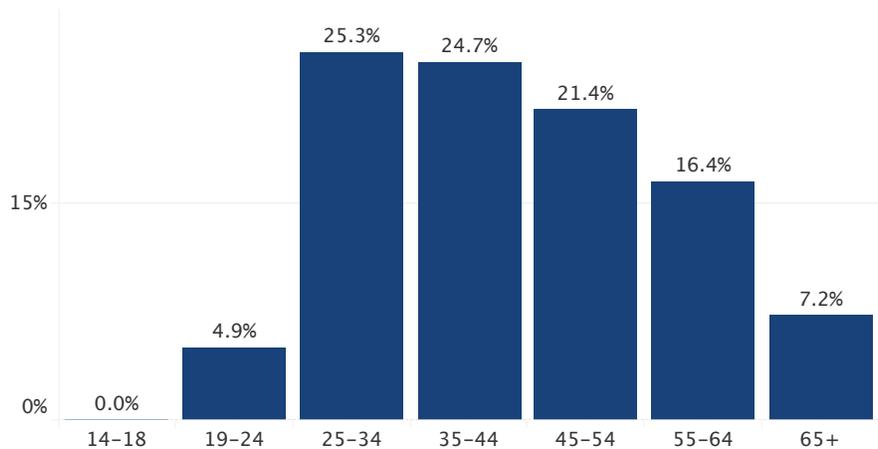
5-Year Projected Growth (2020-2025)



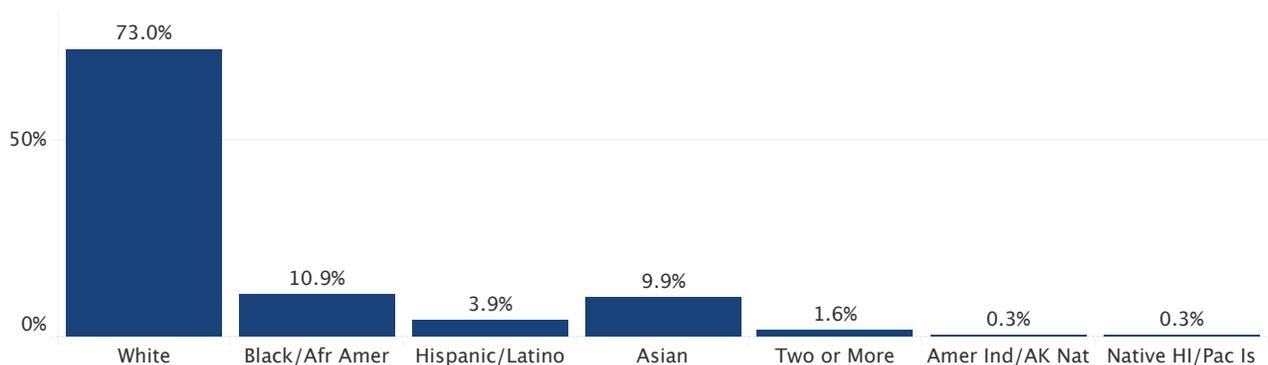
Gender



Age



Race/Ethnicity



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Medical and Health Services Managers (11-9111)

Median Salary

\$100.3K ▼ -3.8%
National Median*

Jobs

4,111 ▲ 45.5%
National Average*

Past Growth
(2015-2020)



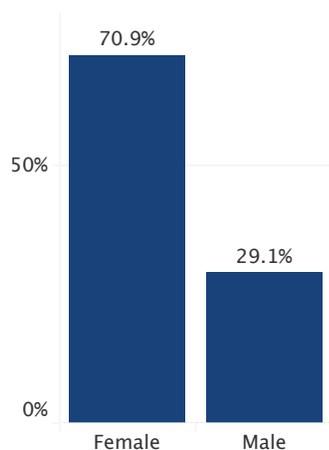
1-Year
Projected Growth
(2020-2021)



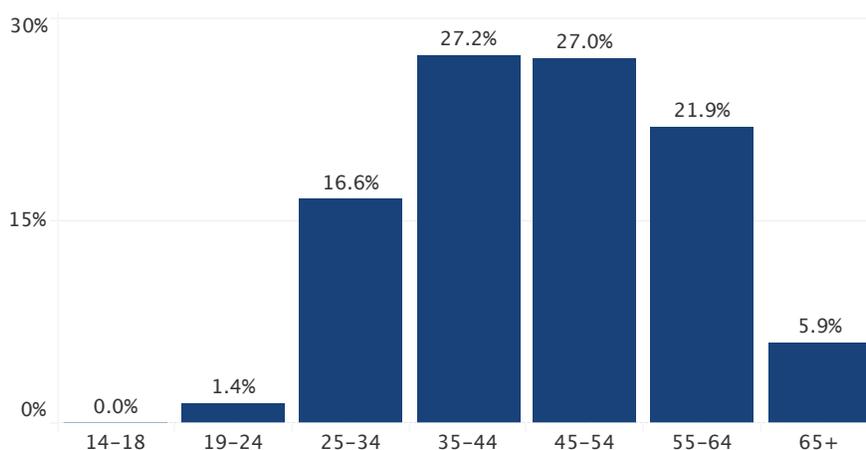
5-Year
Projected Growth
(2020-2025)



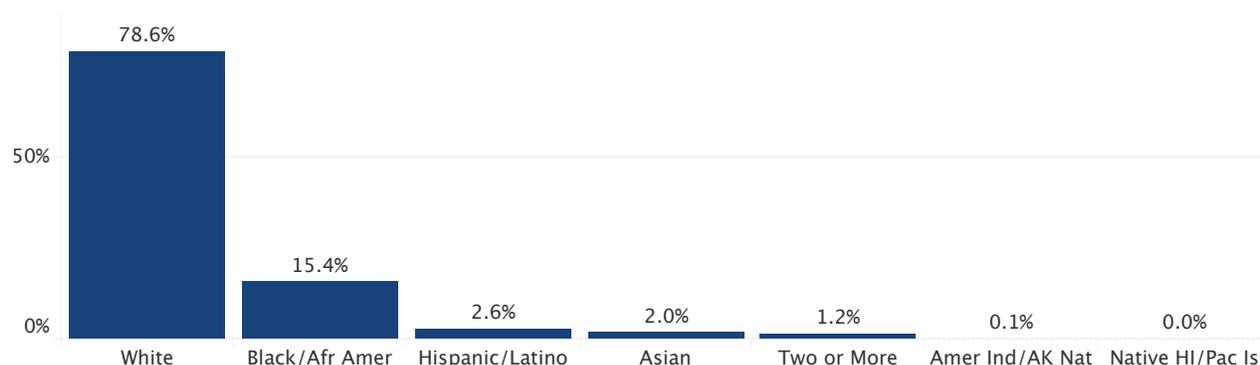
Gender



Age



Race/Ethnicity



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Natural Sciences Managers (11-9121)

Median Salary

\$107.9K ▼ -21.8%
National Median*

Jobs

301 ▼ -46.6%
National Average*

Past Growth
(2015-2020)



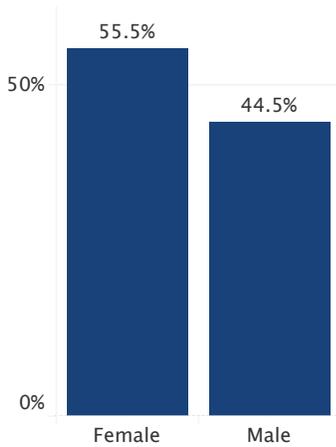
1-Year
Projected Growth
(2020-2021)



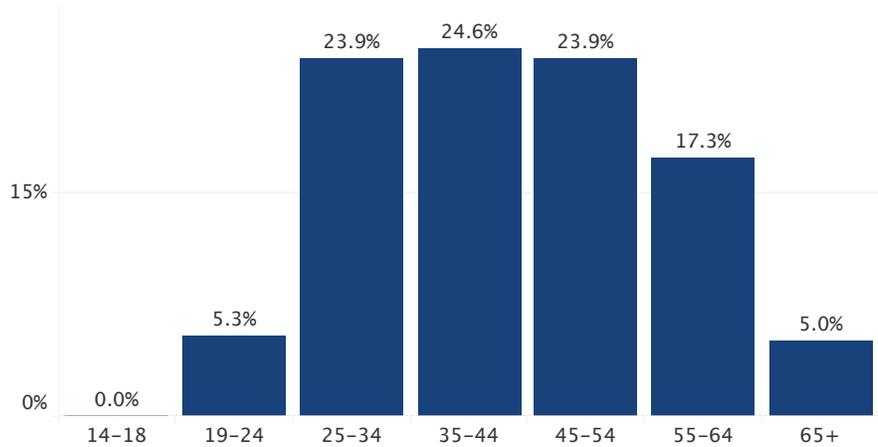
5-Year
Projected Growth
(2020-2025)



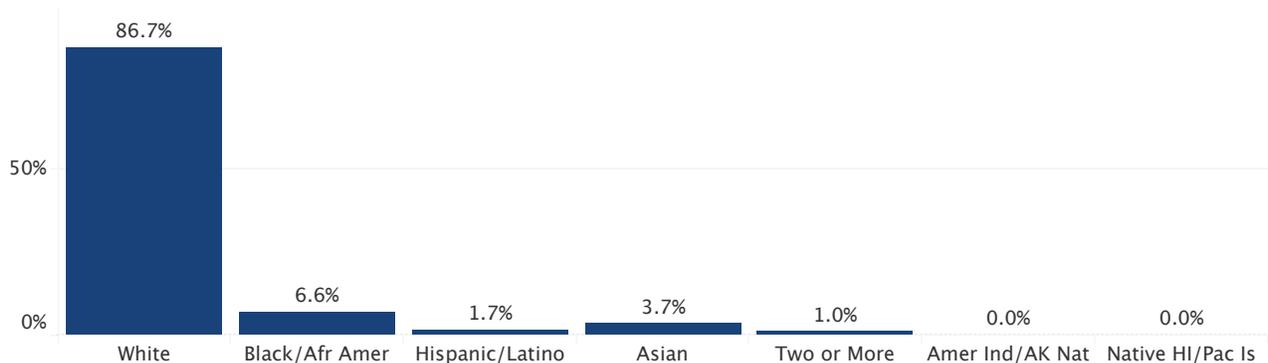
Gender



Age



Race/Ethnicity



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Property, Real Estate, and Community Association Managers (11-9141)

Median Salary

\$57.6K ▼ -3.5%
National Median*

Jobs

1,921 ▲ 24.1%
National Average*

Past Growth
(2015-2020)



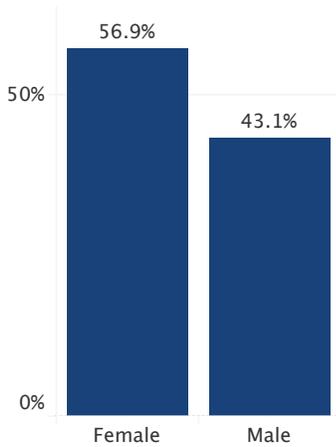
1-Year
Projected Growth
(2020-2021)



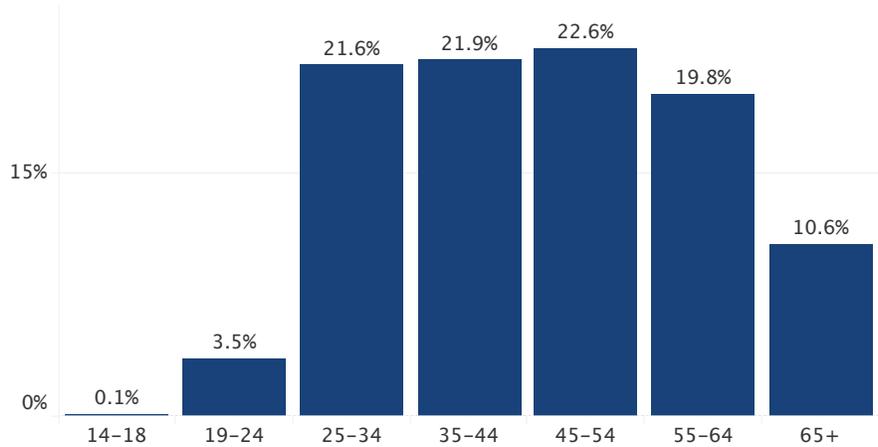
5-Year
Projected Growth
(2020-2025)



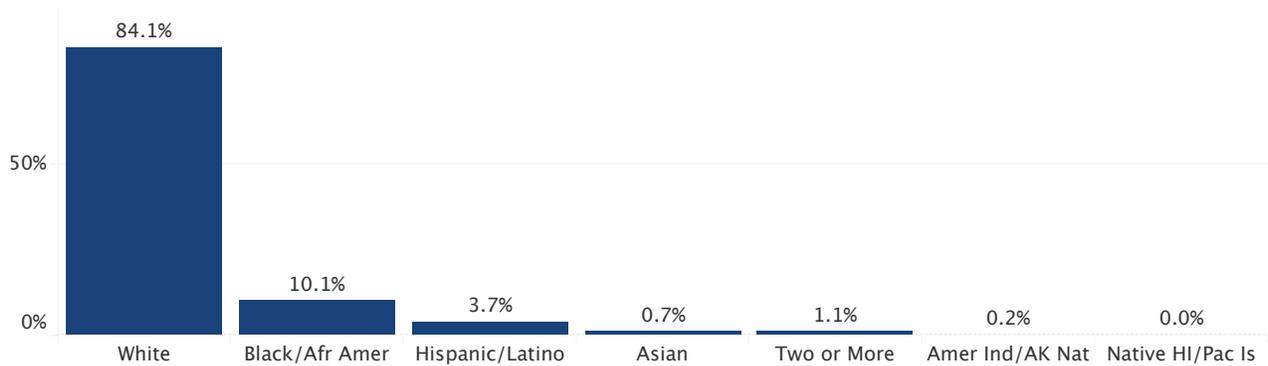
Gender



Age



Race/Ethnicity



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Social and Community Service Managers (11-9151)

Median Salary

\$65.6K ▼ -5.7%
National Median*

Jobs

962 ▼ -16.9%
National Average*

Past Growth
(2015-2020)



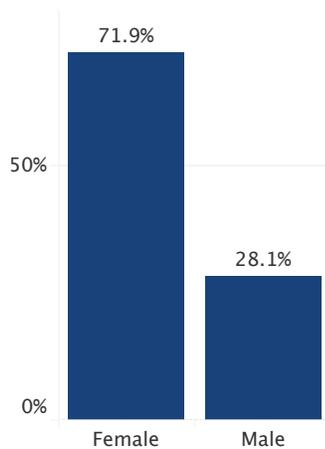
1-Year
Projected Growth
(2020-2021)



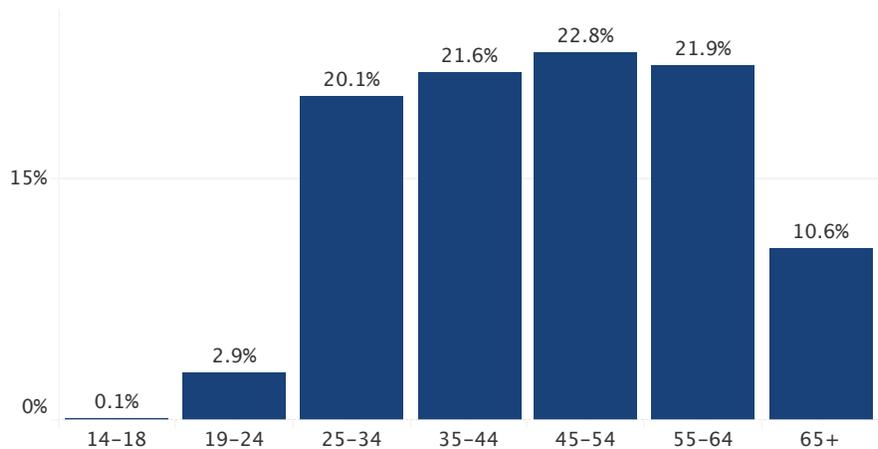
5-Year
Projected Growth
(2020-2025)



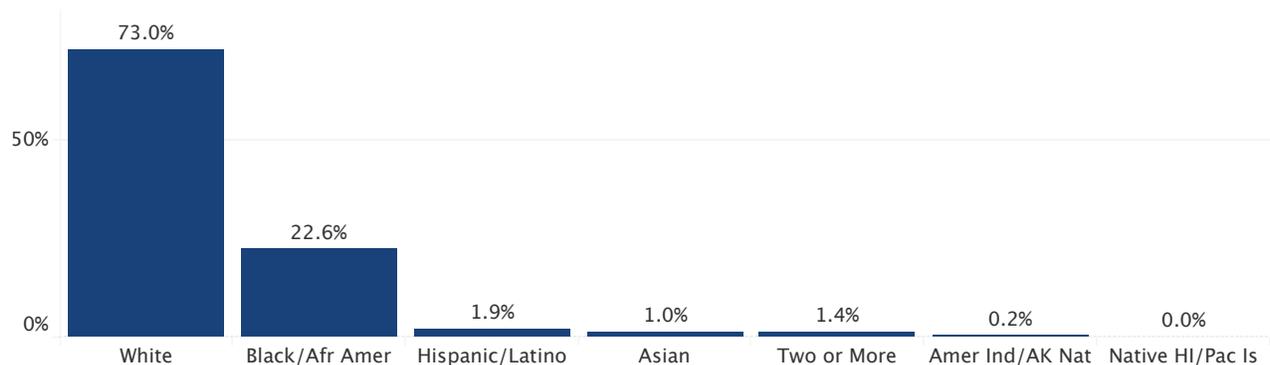
Gender



Age



Race/Ethnicity



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Emergency Management Directors (11-9161)

Median Salary

\$75.4K ▼ -1.1%
National Median*

Jobs

76 ▼ -23.2%
National Average*

Past Growth
(2015-2020)



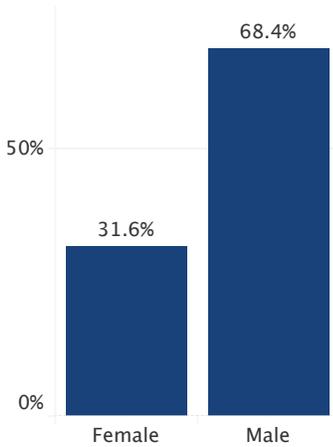
1-Year
Projected Growth
(2020-2021)



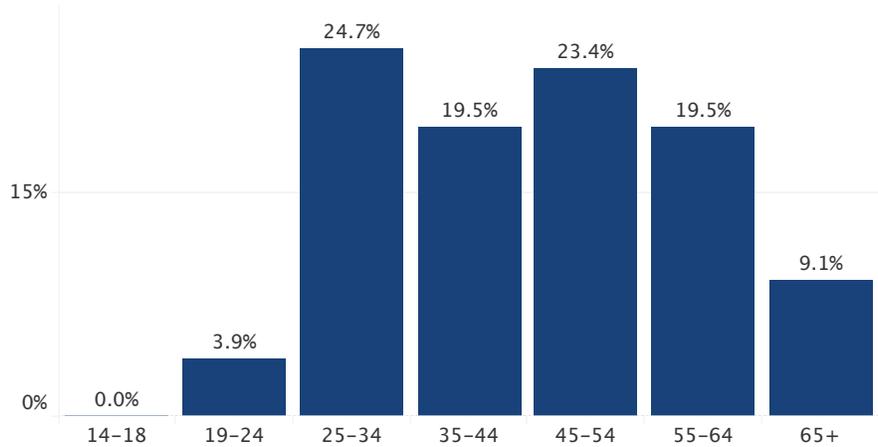
5-Year
Projected Growth
(2020-2025)



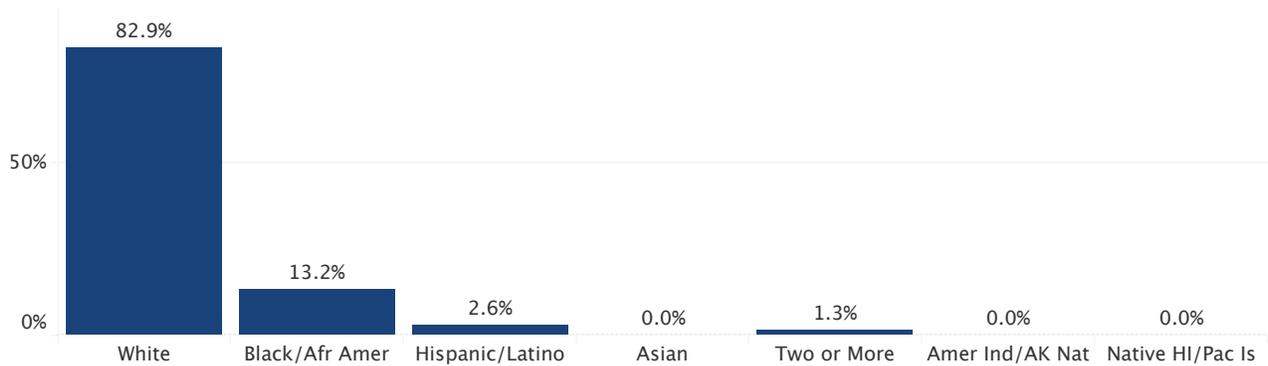
Gender



Age



Race/Ethnicity



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Funeral Home Managers (11-9171)

Median Salary

\$78.6K

▲ 5.9%
National Median*

Jobs

201

▲ 191.3%
National Average*

Past Growth
(2015-2020)



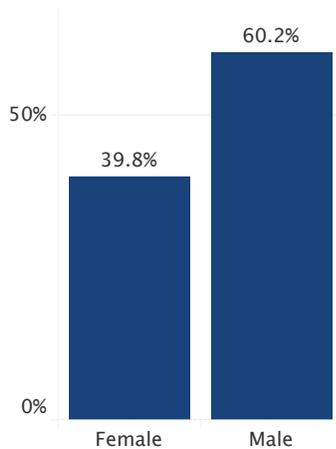
1-Year
Projected Growth
(2020-2021)



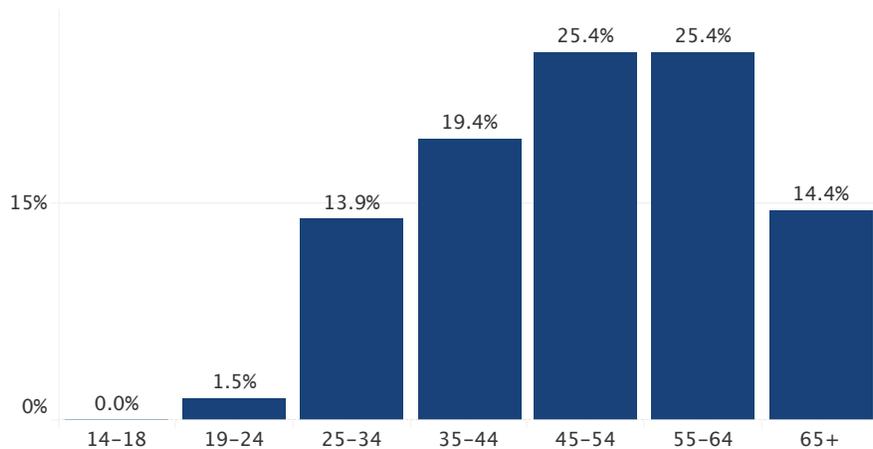
5-Year
Projected Growth
(2020-2025)



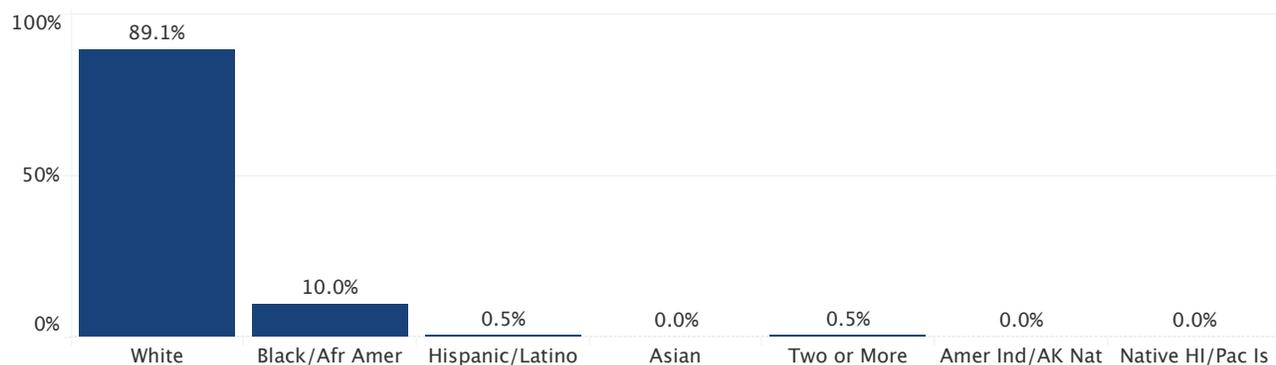
Gender



Age



Race/Ethnicity



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Managers, All Other (11-9198)

Median Salary

\$79.6K ▼ -31.6%
National Median*

Jobs

6,421 ▲ 76.9%
National Average*

Past Growth
(2015-2020)



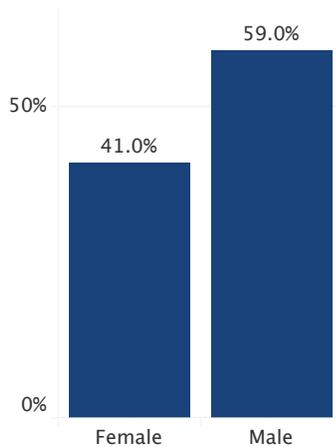
1-Year
Projected Growth
(2020-2021)



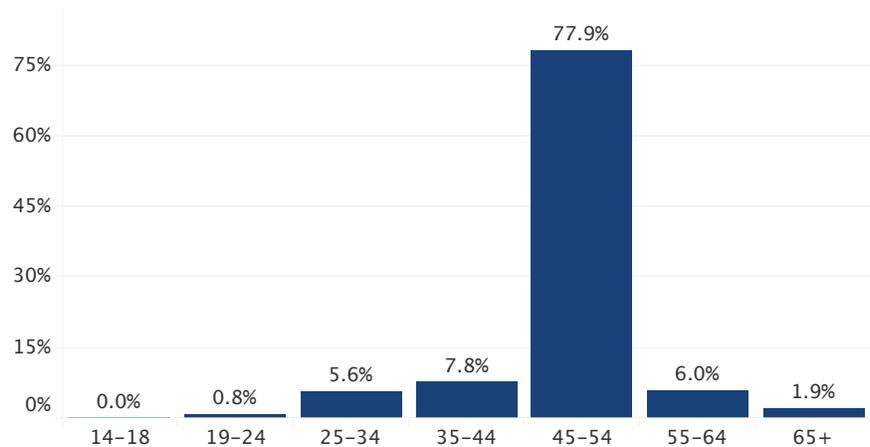
5-Year
Projected Growth
(2020-2025)



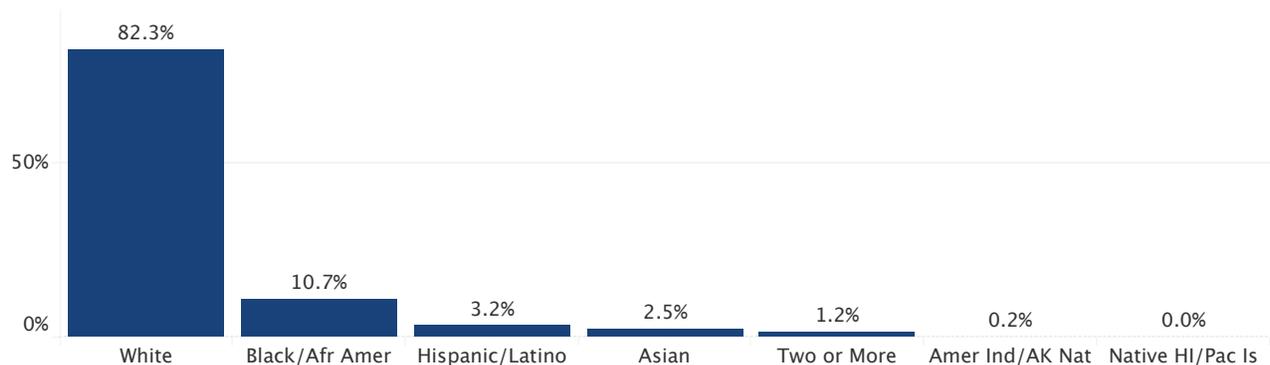
Gender



Age



Race/Ethnicity



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