

Industry Analysis

Active Selections

Boise City, ID (Metropolitan Statistical Area), Professional, Scientific, and Technical Services (54)

Key Metrics

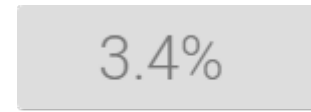
Job Postings

Last 12 Months



Unemployment Rate

Nov 2020

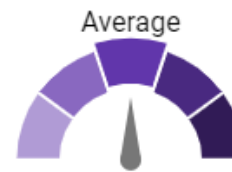


Projected Growth

10 Years

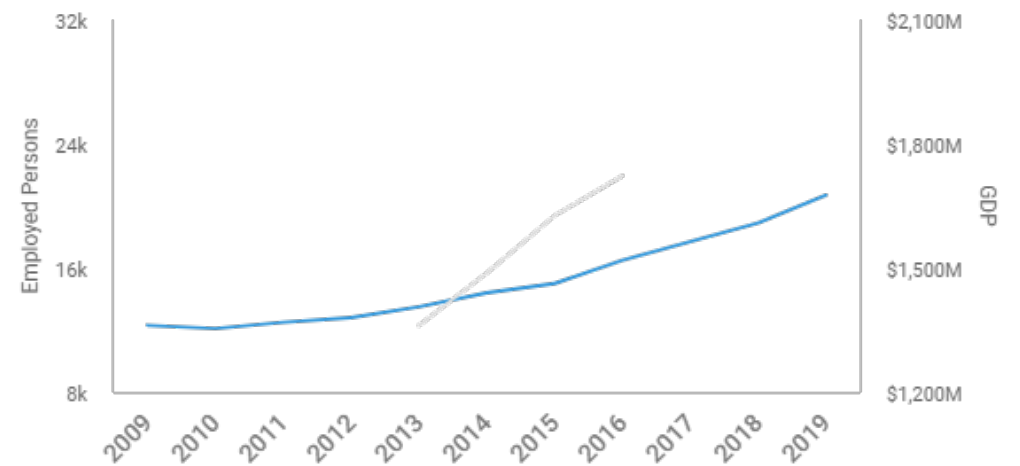


Location Quotient



Economic Impact

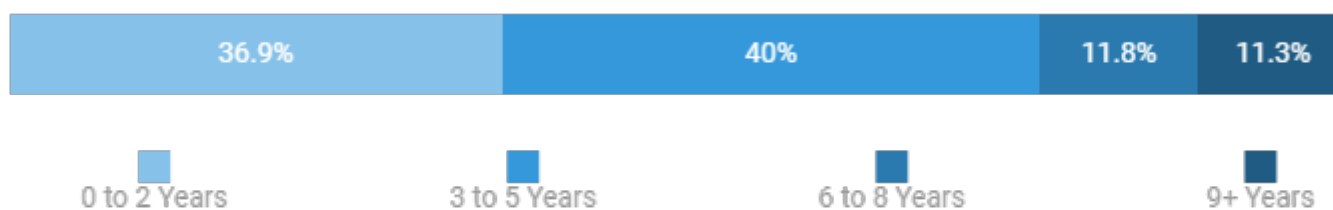
Dec 2019



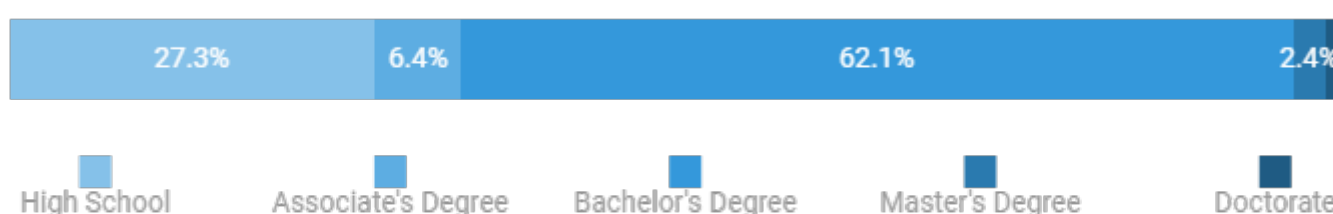
Note: GDP and Employment figures not available for all industries in all years

Source: Bureau of Labor Statistics, Bureau of Economic Analysis

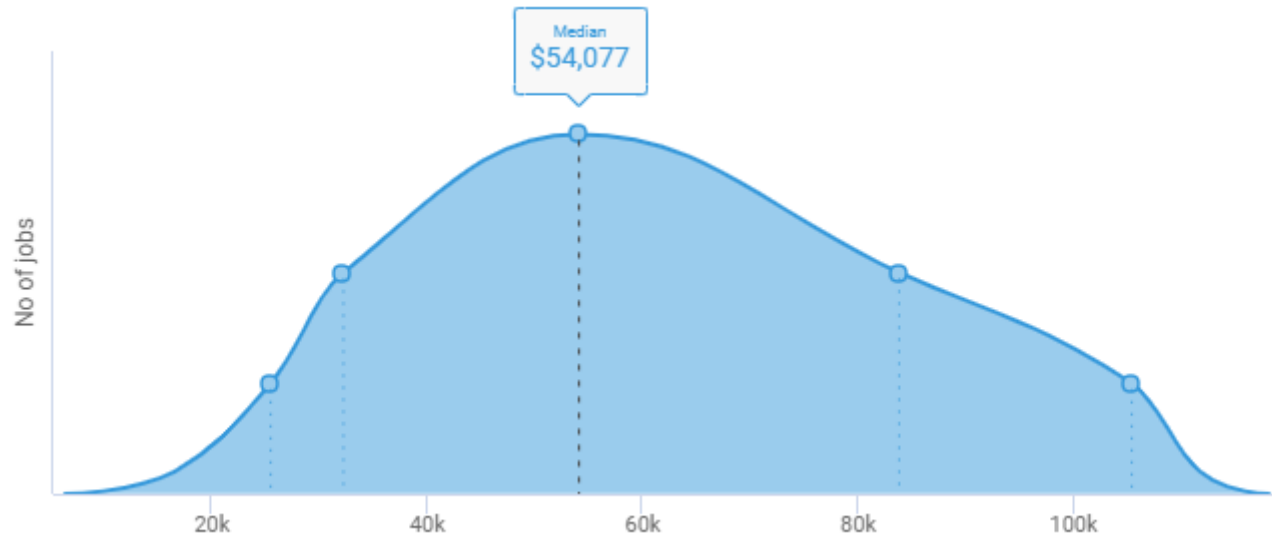
Job Qualifications - Years of Experience



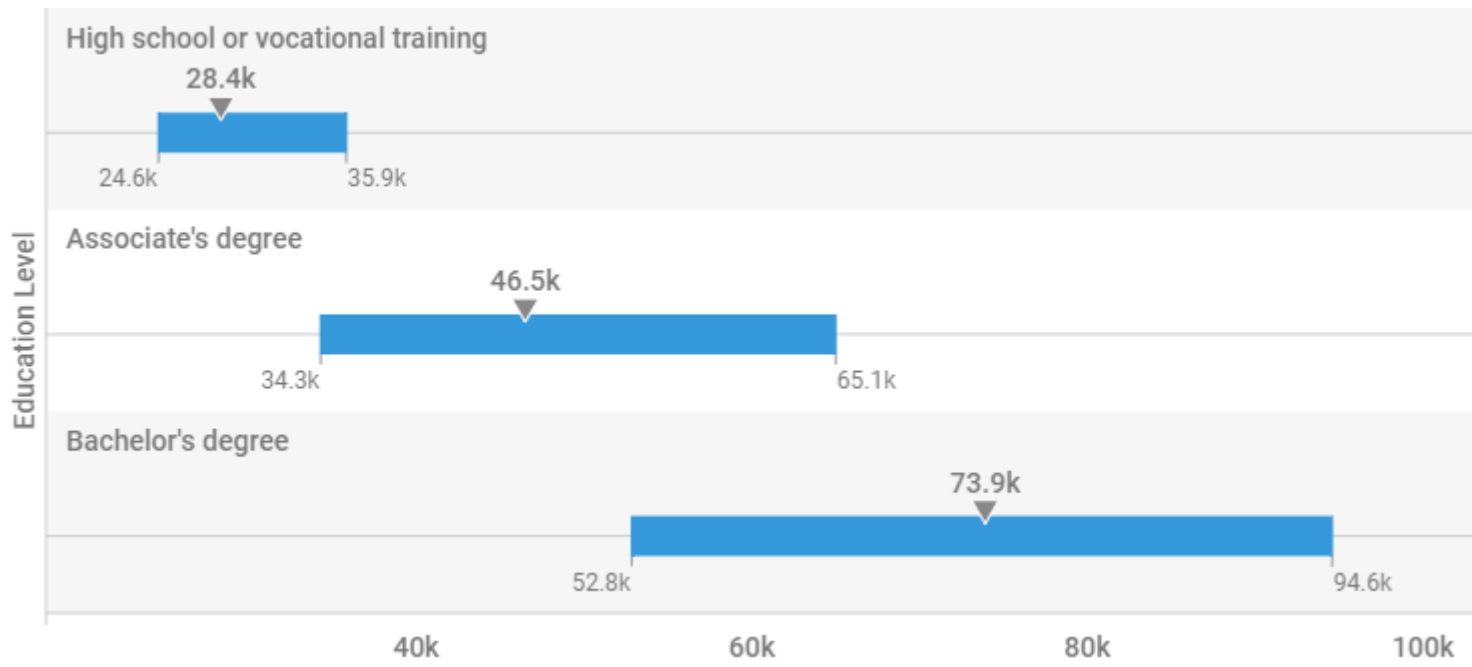
Job Qualifications - Education Level



Salary Overall

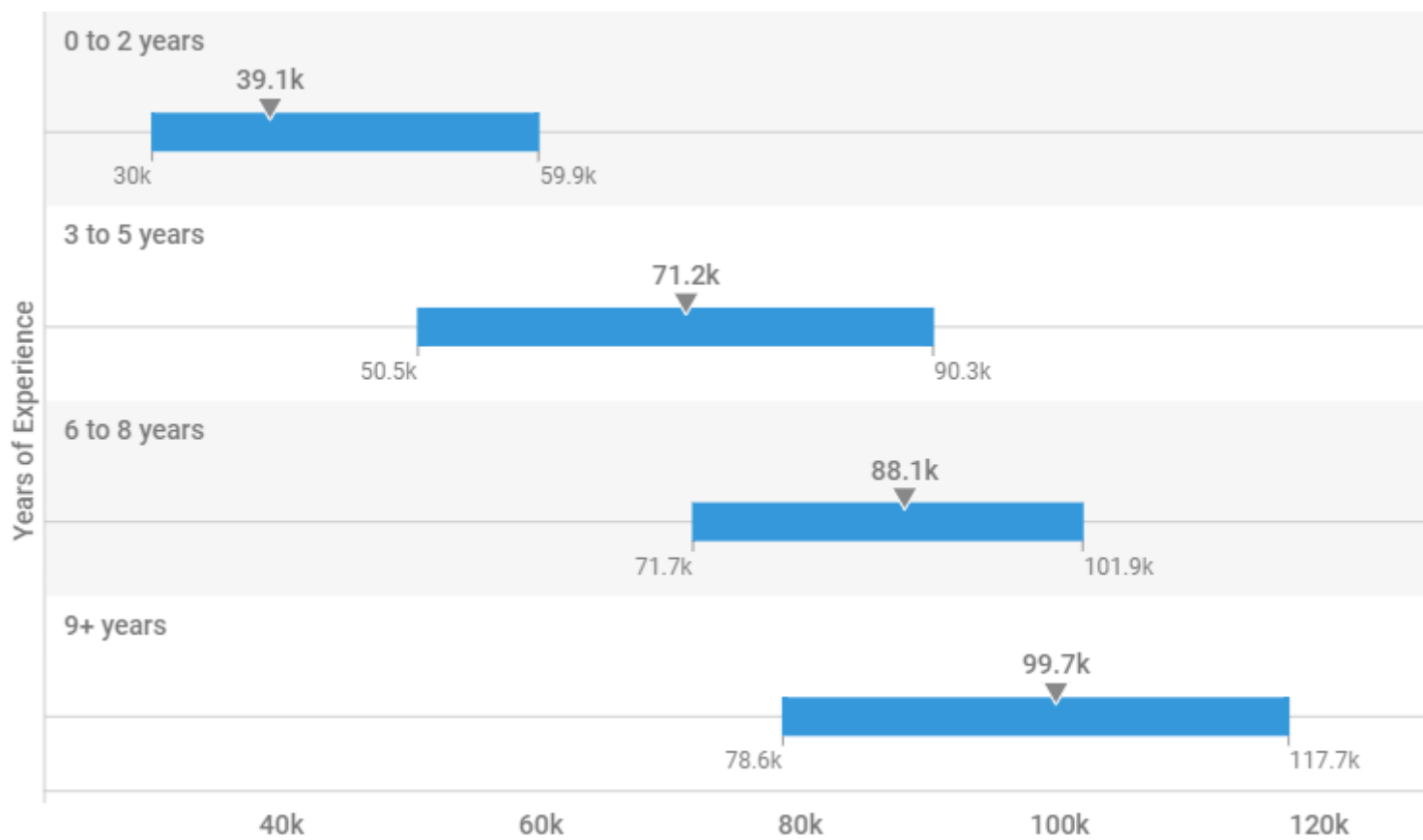


Salary By Education



Salary distribution is not shown for education levels with insufficient sample size

Salary By Experience



Top Requested Occupations

Customer Service Representative (General)
Veterinarian
Software Developer / Engineer
Civil Engineer
Attorney
Production Worker
Paralegal / Legal Assistant
Project Manager (General)
Photographer
Office / Administrative Assistant

Top Requested Skills - Specialized Skills

Customer Service
Project Management
Scheduling
Budgeting
Customer Contact
Sales
Staff Management
Quality Assurance and Control
Business Development
Accounting

Top Requested Skills - Baseline Skills

Communication Skills
Teamwork / Collaboration
Detail-Oriented
Problem Solving
Organizational Skills
Microsoft Excel
Planning
Writing
Microsoft Office
Research

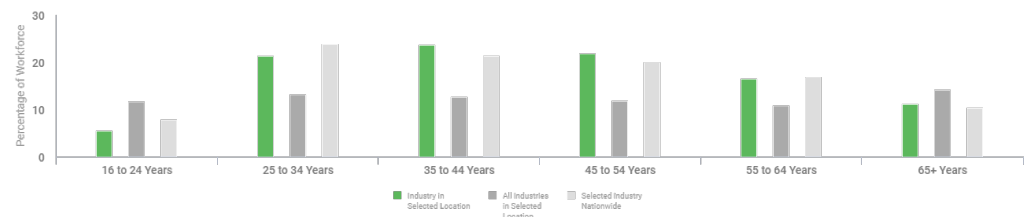
Age Breakdown

Median Age

This Industry in Selected Location
41 Years

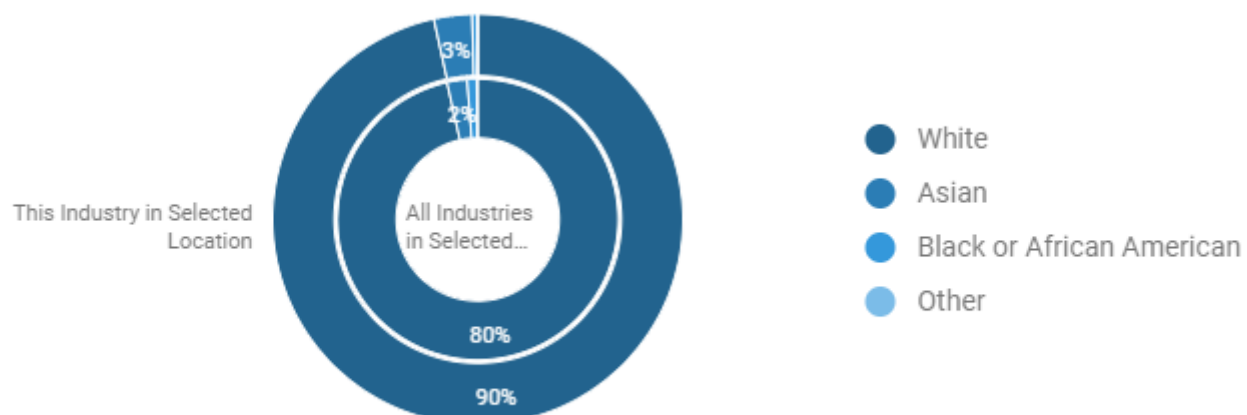
All Industries in Selected Location
38 Years

This Industry Nationwide
40 Years



Source: 2014 - 2018 American Community Survey 5-Year Estimates

Race Breakdown

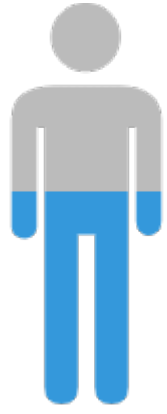


Source: 2014 - 2018 American Community Survey 5-Year Estimates

Gender Breakdown

52.9%

All Industries in Selected Location
48.5%



47%





















All Industries in Selected Location
51.5%

Source: 2014 - 2018 American Community Survey 5-Year Estimates

Top Occupations in Demand

Specialized Occupation	Occupation	Occupation Family	Job Postings(#) Last 12 months	Job Postings(%) Last 12 months	Projected Growth (10 years)	Salary Range (25th-75th percentile)	Risk of Automation	Location Quotient
Customer Service Representative (General)	Customer Service Representative	Customer and Client Support	101	2.1%	+13.2%	\$26 - 31k	Medium Risk	2.7
Veterinarian	Veterinarian	Health Care including Nursing	94	1.9%	+17.4%	\$78 - 95k	Low Risk	1.6
Software Developer / Engineer	Software Developer / Engineer	Information Technology	89	1.8%	+30.2%	\$70 - 99k	Low Risk	0.7
Civil Engineer	Civil Engineer	Engineering	86	1.8%	+10.8%	\$67 - 92k	Low Risk	1.9
Attorney	Attorney	Law, Compliance, and Public Safety	75	1.5%	+10.2%	\$66 - 113k	Low Risk	0.8
Production Worker	Production Worker	Manufacturing and Production	72	1.5%	+12.3%	\$23 - 28k	High Risk	4.3
Paralegal / Legal Assistant	Paralegal / Legal Assistant	Law, Compliance, and Public Safety	71	1.5%	+13.8%	\$30 - 47k	High Risk	0.7
Project Manager (General)	Project Manager	Business Management and Operations	68	1.4%	+13.1%	\$79 - 101k	Low Risk	1.5
Photographer	Photographer	Design, Media, and Writing	63	1.3%	-19.4%	\$33 - 51k	Low Risk	2.7
Office / Administrative Assistant	Office / Administrative Assistant	Clerical and Administrative	62	1.3%	-3.7%	\$26 - 31k	High Risk	1.5

Top Skills in Demand

Skill	Skill Type	Job Postings Requesting Skill(s)(#)	Job Postings Requesting Skill(s)(%)	Projected Growth	Location Quotient
Customer Service	Specialized	1,129	22.6%	-0.7% 	1.7 
Project Management	Specialized	829	16.6%	-12.7% 	1.3 
Scheduling	Specialized	714	14.3%	0.7% 	1.3 
Budgeting	Specialized	706	14.2%	-5.8% 	1.5 
Customer Contact	Specialized	524	10.5%	-5.8% 	1.5 
Sales	Specialized	449	9.0%	-7.3% 	1.2 
Staff Management	Specialized	369	7.4%	-8.0% 	1.7 
Quality Assurance and Control	Specialized	333	6.7%	13.2% 	1.2 
Business Development	Specialized	313	6.3%	-3.4% 	1.1 
Accounting	Specialized	280	5.6%	-4.6% 	1.3 

Skills in Demand by Occupation

Occupation	Job Postings (#) (Last 12 Months)	Job Postings (%) (Last 12 Months)	
Software Developer / Engineer	202	4.2%	
Skill	Occupational Skill Category	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
SQL	Defining	74	36.6%
Software Development	Defining	68	33.7%
Microsoft C#	Necessary	66	32.7%
Software Engineering	Defining	62	30.7%
JavaScript	Defining	54	26.7%
Java	Defining	52	25.7%
.NET	Necessary	46	22.8%
DevOps	Defining	40	19.8%
Project Management	Necessary	38	18.8%
Scrum	Necessary	36	17.8%
Microsoft Azure	NA	32	15.8%
ASP.NET	Necessary	30	14.9%
Active Server Pages (ASP)	Necessary	30	14.9%
Git	Defining	30	14.9%
SQL Server	Necessary	30	14.9%
Information Systems	NA	29	14.4%
Information Technology Industry Knowledge	NA	27	13.4%
Business Process	NA	26	12.9%
Linux	Necessary	24	11.9%
Python	Defining	24	11.9%
Debugging	Necessary	23	11.4%
Customer Service	NA	22	10.9%
Scheduling	NA	22	10.9%
Extensible Markup Language (XML)	Necessary	21	10.4%
Unit Testing	Defining	21	10.4%
Customer Contact	NA	20	9.9%
Web Application Development	Necessary	20	9.9%
Information Security	NA	19	9.4%
Management Information System (MIS)	NA	19	9.4%
Web Development	NA	19	9.4%
Agile Development	Defining	18	8.9%
Computer Engineering	NA	18	8.9%
Technical Support	NA	17	8.4%
Configuration Management	NA	15	7.4%
Relational Databases	Necessary	15	7.4%
Systems Development Life Cycle (SDLC)	NA	15	7.4%
TypeScript	NA	15	7.4%
JavaScript Object Notation (JSON)	Distinguishing	14	6.9%
NoSQL	Distinguishing	14	6.9%
Quality Management	NA	14	6.9%
Visual Studio	Distinguishing	14	6.9%

Data Privacy	NA	13	6.4%
Kubernetes	NA	13	6.4%
AngularJS	Defining	12	5.9%
Budgeting	NA	12	5.9%
Business Intelligence	NA	11	5.4%
C++	Necessary	11	5.4%
Continuous Integration (CI)	Defining	11	5.4%
Project Planning and Development Skills	NA	11	5.4%
Technical Writing / Editing	NA	11	5.4%

Customer Service Representative	186	3.9%
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Skill	Occupational Skill Category	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
Customer Service	Defining	165	88.7%
Scheduling	Necessary	36	19.4%
Customer Contact	Defining	28	15.1%
Administrative Support	NA	19	10.2%
Customer Billing	Necessary	17	9.1%
Technical Support	NA	15	8.1%
Customer Checkout	NA	14	7.5%
Project Management	NA	13	7%
Sales	Necessary	13	7%
Patient Assistance	NA	12	6.5%
Medical Billing	NA	11	5.9%
Medical Records Management	NA	9	4.8%
Data Entry	Necessary	8	4.3%
Marketing	NA	8	4.3%
Strategic Planning	NA	8	4.3%
Accounting	NA	7	3.8%
Appointment Setting	NA	7	3.8%
Calculator	NA	7	3.8%
Product Knowledge	NA	6	3.2%
Spreadsheets	NA	6	3.2%
Category Management	NA	5	2.7%
Data Analysis	NA	5	2.7%
Database Management	NA	5	2.7%
IRI Marketing Data Sets	NA	5	2.7%
Information Technology Industry Knowledge	NA	5	2.7%
Lifting Ability	NA	5	2.7%
Negotiation Skills	NA	5	2.7%
Billing	NA	4	2.2%
Bookkeeping	NA	4	2.2%
Budgeting	NA	4	2.2%
Business Development	NA	4	2.2%
Business Management	NA	4	2.2%
Cleaning	NA	4	2.2%
Clerical Duties	NA	4	2.2%

Client Base Retention	NA	4	2.2%
Customer Acquisition	NA	4	2.2%
Mailing	NA	4	2.2%
Market Research	NA	4	2.2%
Merchandising	NA	4	2.2%
Retail Industry Knowledge	Necessary	4	2.2%
Staff Management	NA	4	2.2%
Account Management	NA	3	1.6%
Accounting Software	NA	3	1.6%
Calculation	NA	3	1.6%
Cash Register Operation	NA	3	1.6%
Checking Out Customers	NA	3	1.6%
Contract Management	NA	3	1.6%
Dentistry	NA	3	1.6%
Description and Demonstration of Products	NA	3	1.6%
Educational Materials	NA	3	1.6%

Sales Representative **107** **2.2%**

Skill	Occupational Skill Category	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
Sales	Defining	93	86.9%
Marketing	NA	27	25.2%
Customer Service	Defining	24	22.4%
Sales Goals	Defining	23	21.5%
Inside Sales	Defining	20	18.7%
Product Sales	Defining	19	17.8%
Account Management	Distinguishing	18	16.8%
Business Development	Necessary	17	15.9%
Customer Contact	Necessary	17	15.9%
Retail Sales	NA	14	13.1%
Retail Industry Knowledge	Necessary	13	12.1%
Prospective Clients	Defining	12	11.2%
Scheduling	NA	12	11.2%
Cross Sell	NA	11	10.3%
Description and Demonstration of Products	NA	11	10.3%
Territory Management	NA	11	10.3%
Cold Calling	Distinguishing	10	9.3%
Upselling Products and Services	NA	10	9.3%
Customer Acquisition	NA	9	8.4%
Product Knowledge	Necessary	8	7.5%
Business Planning	NA	7	6.5%
Business-to-Business	Defining	7	6.5%
Brand Management	NA	6	5.6%
Merchandising	NA	6	5.6%
Project Management	NA	6	5.6%
Sales Support	Distinguishing	6	5.6%
Salesforce	NA	6	5.6%

Brand Awareness Generation	NA	5	4.7%
Brand Experience	NA	5	4.7%
Market Research	NA	5	4.7%
Sales Calls	Distinguishing	5	4.7%
Sales Management	Defining	5	4.7%
Accounting	NA	4	3.7%
Appointment Setting	NA	4	3.7%
Budgeting	NA	4	3.7%
Business Acumen	NA	4	3.7%
Business Management	NA	4	3.7%
Business-to-Business Sales	Distinguishing	4	3.7%
Client Base Retention	Distinguishing	4	3.7%
Outside Sales	Defining	4	3.7%
Public Speaking	NA	4	3.7%
Sales Leadership	NA	4	3.7%
Software Sales	NA	4	3.7%
Adobe Acrobat	NA	3	2.8%
Adobe Creative Suite	NA	3	2.8%
Adobe Illustrator	NA	3	2.8%
Adobe Indesign	NA	3	2.8%
Adobe Photoshop	NA	3	2.8%
Closing Sales	NA	3	2.8%
Enterprise Resource Planning (ERP)	NA	3	2.8%

Project Manager	99	2.1%
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Skill	Occupational Skill Category	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
Project Management	Defining	94	94.9%
Budgeting	Defining	63	63.6%
Project Planning and Development Skills	Defining	38	38.4%
Customer Contact	Necessary	29	29.3%
Microsoft Project	Defining	28	28.3%
Customer Service	Necessary	25	25.3%
Change Management	Necessary	22	22.2%
Scheduling	Defining	22	22.2%
Business Development	NA	19	19.2%
Microsoft Visio	Distinguishing	19	19.2%
Quality Assurance and Control	Necessary	19	19.2%
Civil Engineering	NA	16	16.2%
Invoicing	NA	14	14.1%
Business Acumen	NA	13	13.1%
Stakeholder Management	Defining	13	13.1%
Procurement	NA	11	11.1%
Quality Management	Necessary	11	11.1%
Staff Management	Necessary	11	11.1%
Business Process	NA	10	10.1%
Product Sales	NA	10	10.1%

IT Management	NA	9	9.1%
Request for Proposal (RFP)	NA	9	9.1%
Revenue Projections	NA	9	9.1%
Sales	NA	9	9.1%
Key Performance Indicators (KPIs)	NA	8	8.1%
Microsoft Sharepoint	NA	8	8.1%
Negotiation Skills	NA	8	8.1%
PMBOK	NA	8	8.1%
Business Administration	NA	7	7.1%
Conflict Management	NA	7	7.1%
Electronic Data Interchange	NA	7	7.1%
Process Design	NA	7	7.1%
Professional Engineer	NA	7	7.1%
Accounting	NA	6	6.1%
Benchmarking	NA	6	6.1%
Business Operations	NA	6	6.1%
Customer Billing	NA	6	6.1%
Expense Reports	NA	6	6.1%
Business Management	NA	5	5.1%
Client Base Retention	NA	5	5.1%
Customer Relationship Management (CRM)	NA	5	5.1%
Microstation	NA	5	5.1%
Agile Development	NA	4	4%
AutoCAD	NA	4	4%
Business Intelligence	NA	4	4%
Civil 3D	NA	4	4%
Contact Management	NA	4	4%
Cost Control	NA	4	4%
Drug Development	NA	4	4%
Engineering Projects	NA	4	4%

Veterinarian	94	2%
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Skill	Occupational Skill Category	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
Surgery	Defining	27	28.7%
Veterinary Medicine	Defining	24	25.5%
Digital Radiography	Distinguishing	15	16%
X-Rays	Defining	12	12.8%
General Practice	Distinguishing	10	10.6%
Ultrasound	Defining	10	10.6%
Anesthesiology	NA	9	9.6%
Heartworm	NA	8	8.5%
Animal Care	NA	7	7.4%
Lifting Ability	NA	7	7.4%
Medical Equipment Instruction	NA	7	7.4%
Preventive Care	Defining	7	7.4%
Zoonotic	NA	7	7.4%

Cryosurgery	NA	6	6.4%
Cryotherapy	NA	6	6.4%
Dentistry	Distinguishing	6	6.4%
Acupuncture	NA	5	5.3%
Animal Health	NA	5	5.3%
Blood Draws	NA	5	5.3%
Customer Service	Necessary	5	5.3%
Emergency Medicine	NA	5	5.3%
Employee Training	NA	5	5.3%
Faculty Training	NA	5	5.3%
Medical Records Completion	NA	5	5.3%
Vaccines	Necessary	5	5.3%
Animal Control	NA	4	4.3%
Disease Control	NA	4	4.3%
Endoscope	NA	4	4.3%
Epidemiology	NA	4	4.3%
Laboratory Testing	NA	4	4.3%
Orthopedic Surgery	NA	4	4.3%
Radiology	NA	4	4.3%
Risk Assessment	NA	4	4.3%
Scheduling	NA	4	4.3%
Staff Management	NA	4	4.3%
Surveillance	NA	4	4.3%
Teaching	NA	4	4.3%
Bedside Manner	NA	3	3.2%
Hospital Management	NA	3	3.2%
Injections	NA	3	3.2%
Material Safety Data Sheets (MSDS)	NA	3	3.2%
Microscope	NA	3	3.2%
Occupational Health and Safety	NA	3	3.2%
Preventive Medicine	NA	3	3.2%
Surgical Instruments	NA	3	3.2%
Budgeting	NA	2	2.1%
Community Medicine	NA	2	2.1%
Critical Care	Distinguishing	2	2.1%
Disease Surveillance	NA	2	2.1%
Euthanasia	NA	2	2.1%

Computer Support Specialist	91	1.9%
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Skill	Occupational Skill Category	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
Technical Support	Defining	56	61.5%
Customer Service	Defining	39	42.9%
Repair	Defining	34	37.4%
Hardware and Software Installation	Defining	28	30.8%
Printers	Necessary	28	30.8%
It Support	Defining	24	26.4%
Help Desk Support	Defining	22	24.2%

Hardware Troubleshooting	Necessary	20	22%
Computer Hardware/Software Knowledge	Necessary	18	19.8%
Hardware and Software Configuration	Defining	18	19.8%
Software Installation	Defining	18	19.8%
Information Systems	Necessary	17	18.7%
Microsoft Active Directory	Defining	17	18.7%
Computer Installation and Setup	Defining	15	16.5%
Microsoft Operating Systems	Necessary	14	15.4%
System Administration	Distinguishing	11	12.1%
Technical Assistance	NA	11	12.1%
Break/Fix	Distinguishing	10	11%
Hardware Support	NA	10	11%
Network Hardware/Software Maintenance	NA	10	11%
Technical Writing / Editing	NA	10	11%
Lifting Ability	NA	9	9.9%
Project Management	NA	9	9.9%
Budgeting	NA	8	8.8%
Customer Contact	Necessary	8	8.8%
Network Troubleshooting	NA	8	8.8%
Routers	NA	8	8.8%
Scheduling	NA	8	8.8%
AutoCAD	NA	7	7.7%
Information Technology Industry Knowledge	NA	7	7.7%
Account Management	NA	6	6.6%
Apple Macintosh	NA	6	6.6%
Cabling	NA	6	6.6%
Cisco	NA	6	6.6%
Employee Training	NA	6	6.6%
General Office Duties	NA	6	6.6%
Network Administration	NA	6	6.6%
Telecommunications	NA	6	6.6%
Asset Management Industry Knowledge	NA	5	5.5%
Business Development	NA	5	5.5%
End-user training	NA	5	5.5%
Global Positioning System (GPS)	NA	5	5.5%
Office of Foreign Assets Control (OFAC) Requirements	NA	5	5.5%
PC Support	Distinguishing	5	5.5%
PC Systems	NA	5	5.5%
Staff Management	NA	5	5.5%
Windows Registry	NA	5	5.5%
Application Support	Defining	4	4.4%
Backup administration	NA	4	4.4%
Broadcast Industry Knowledge	NA	4	4.4%
Business / Management Analyst		87	1.8%
Skill	Occupational Skill Category	Job Postings Requesting Skill(s) (#)	Job Postings Requesting Skill(s) (%)

		(Last 12 Months)	(Last 12 Months)
Business Analysis	Defining	40	46%
Business Process	Defining	38	43.7%
Project Management	Defining	34	39.1%
Budgeting	Necessary	27	31%
Customer Contact	NA	22	25.3%
Process Improvement	Necessary	18	20.7%
Customer Service	Necessary	17	19.5%
Software Development	Necessary	15	17.2%
Information Systems	NA	13	14.9%
Staff Management	NA	13	14.9%
Atlassian JIRA	NA	12	13.8%
Information Security	NA	12	13.8%
Solution Architecture	NA	12	13.8%
Business Development	NA	11	12.6%
Data Privacy	NA	11	12.6%
Expense Reports	NA	11	12.6%
Requirements Verification and Validation	NA	11	12.6%
Thought Leadership	NA	11	12.6%
Cost Analysis	NA	10	11.5%
Microsoft Sharepoint	NA	10	11.5%
Agile Development	NA	9	10.3%
Business Systems Analysis	NA	9	10.3%
Data Security	NA	9	10.3%
Intellectual Property	NA	9	10.3%
Management Information System (MIS)	NA	9	10.3%
Scheduling	Necessary	9	10.3%
Technical Inspections	NA	9	10.3%
Technical Writing / Editing	NA	9	10.3%
Accounting	NA	8	9.2%
Scrum	NA	8	9.2%
Stakeholder Management	Distinguishing	8	9.2%
Articulating Value Propositions	NA	7	8%
Data Analysis	Necessary	7	8%
Microsoft Dynamics	NA	7	8%
Quality Management	NA	7	8%
System Design	NA	7	8%
Java	NA	6	6.9%
Microsoft Azure	NA	6	6.9%
Professional Services Marketing	NA	6	6.9%
Sales	NA	6	6.9%
Systems Development	NA	6	6.9%
Systems Development Life Cycle (SDLC)	NA	6	6.9%
Business Administration	NA	5	5.7%
Capability Maturity Model Integration (CMMI)	NA	5	5.7%
Microsoft Power BI	NA	5	5.7%

Project Planning and Development Skills	NA	5	5.7%
Request for Proposal (RFP)	NA	5	5.7%
SQL	Necessary	5	5.7%
Business Acumen	NA	4	4.6%
Change Management	Defining	4	4.6%

Civil Engineer	86	1.8%
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Skill	Occupational Skill Category	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
Civil Engineering	Defining	45	52.3%
Project Management	Defining	33	38.4%
Budgeting	Defining	27	31.4%
Calculation	Necessary	25	29.1%
Microstation	Defining	25	29.1%
Civil 3D	Necessary	24	27.9%
Professional Engineer	Defining	23	26.7%
AutoCAD	Defining	22	25.6%
Cost Estimation	Necessary	20	23.3%
Staff Management	Necessary	20	23.3%
Business Development	NA	19	22.1%
Design and Construction	Defining	19	22.1%
Geotechnical Engineering	Distinguishing	17	19.8%
Scheduling	Defining	17	19.8%
Engineering Design and Installation	Defining	12	14%
Customer Contact	Necessary	11	12.8%
Engineering Design	Necessary	11	12.8%
Quality Assurance and Control	Necessary	11	12.8%
Revit	NA	11	12.8%
Engineering Analysis	NA	10	11.6%
Inroads	NA	10	11.6%
Land Development	Distinguishing	10	11.6%
Bridge Design	NA	9	10.5%
Foundation Design	NA	9	10.5%
Highway Design	Distinguishing	9	10.5%
Mathcad	NA	9	10.5%
Preparing Proposals	NA	9	10.5%
Bridge Engineering	NA	8	9.3%
Prepare Construction Drawings	NA	7	8.1%
Project Design	Defining	7	8.1%
Report Writing	NA	7	8.1%
Design Software	NA	6	7%
Microsoft Project	Necessary	6	7%
Quality Management	NA	6	7%
STAAD	NA	6	7%
Structural Design	Distinguishing	6	7%
Natural Resources	NA	5	5.8%
Computer Aided Drafting/Design (CAD)	NA	4	4.7%

Design-Build	NA	4	4.7%
Engineering Calculations	NA	4	4.7%
Engineering Software	NA	4	4.7%
Estimating	Necessary	4	4.7%
Finite Element Analysis	NA	4	4.7%
Hydraulics	NA	4	4.7%
Navisworks	NA	4	4.7%
Prepare Engineering Calculations	NA	4	4.7%
SAP	NA	4	4.7%
Slope Stability	NA	4	4.7%
Structural Modeling	NA	4	4.7%
Structural Steel Design	NA	4	4.7%

Business Development / Sales Manager	85	1.8%
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Skill	Occupational Skill Category	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
Sales	Defining	56	65.9%
Budgeting	Defining	30	35.3%
Business Development	Defining	24	28.2%
Sales Goals	Defining	20	23.5%
Sales Management	Defining	18	21.2%
Prospective Clients	Necessary	16	18.8%
Customer Service	Necessary	15	17.6%
Retail Industry Knowledge	NA	14	16.5%
Market Strategy	Distinguishing	13	15.3%
Business Acumen	NA	11	12.9%
Business Planning	Necessary	11	12.9%
Negotiation Skills	NA	11	12.9%
Outside Sales	Necessary	11	12.9%
Sales Cycle	Distinguishing	11	12.9%
Account Management	Defining	10	11.8%
Employee Relations	NA	9	10.6%
Sales Strategy	Defining	9	10.6%
Cold Calling	NA	8	9.4%
Articulating Value Propositions	Distinguishing	7	8.2%
Business Strategy	NA	7	8.2%
Clinical Research	NA	7	8.2%
Complex Sales	Distinguishing	7	8.2%
Product Sales	Necessary	7	8.2%
Professional Services Marketing	NA	7	8.2%
Sales Training	Distinguishing	7	8.2%
Scheduling	Necessary	7	8.2%
Business-to-Business Sales	NA	6	7.1%
Cross Sell	NA	6	7.1%
Key Performance Indicators (KPIs)	NA	6	7.1%
Lifting Ability	NA	6	7.1%
Market Research	NA	6	7.1%
Performance Analysis	NA	6	7.1%

Performance Appraisals	NA	6	7.1%
Performance Management	NA	6	7.1%
Project Management	Necessary	6	7.1%
Talent Management	NA	6	7.1%
Americans with Disabilities Act (ADA)	NA	5	5.9%
Business Management	NA	5	5.9%
Business-to-Business	NA	5	5.9%
Consumer Goods Industry Knowledge	NA	5	5.9%
Contract Negotiation	NA	5	5.9%
Customer Contact	Necessary	5	5.9%
Description and Demonstration of Products	NA	5	5.9%
Family Medical Leave Act (FMLA)	NA	5	5.9%
Medical Sales	NA	5	5.9%
Onboarding	NA	5	5.9%
Sales Principles	NA	5	5.9%
Salesforce	Necessary	5	5.9%
Site Selection	NA	5	5.9%
Staff Management	NA	5	5.9%

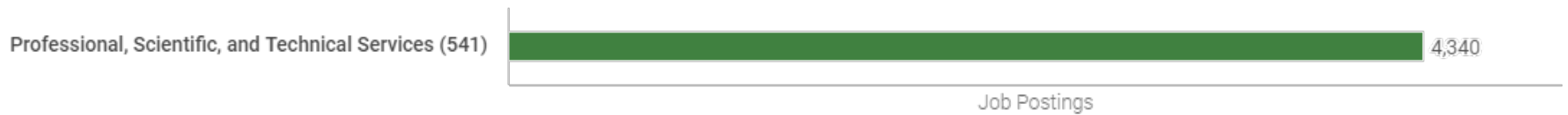
Office / Administrative Assistant	76	1.6%
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Skill	Occupational Skill Category	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
Administrative Support	Defining	53	69.7%
Customer Service	Defining	33	43.4%
Scheduling	Defining	23	30.3%
Office Administration	Distinguishing	18	23.7%
Secretarial Skills	Defining	16	21.1%
Travel Arrangements	Defining	15	19.7%
Data Entry	Necessary	14	18.4%
Accounting	NA	13	17.1%
General Office Duties	Defining	13	17.1%
Spreadsheets	Necessary	13	17.1%
Bookkeeping	NA	12	15.8%
Budgeting	Necessary	12	15.8%
Business English	NA	11	14.5%
Customer Checkout	NA	9	11.8%
Appointment Setting	Defining	8	10.5%
Customer Billing	NA	8	10.5%
Customer Contact	NA	8	10.5%
Staff Management	NA	8	10.5%
Proofreading	NA	7	9.2%
Purchasing	NA	7	9.2%
Quickbooks	NA	7	9.2%
Administrative Functions	Defining	6	7.9%
Clerical Duties	Distinguishing	6	7.9%
Expense Reports	Distinguishing	6	7.9%
Invoicing	NA	6	7.9%

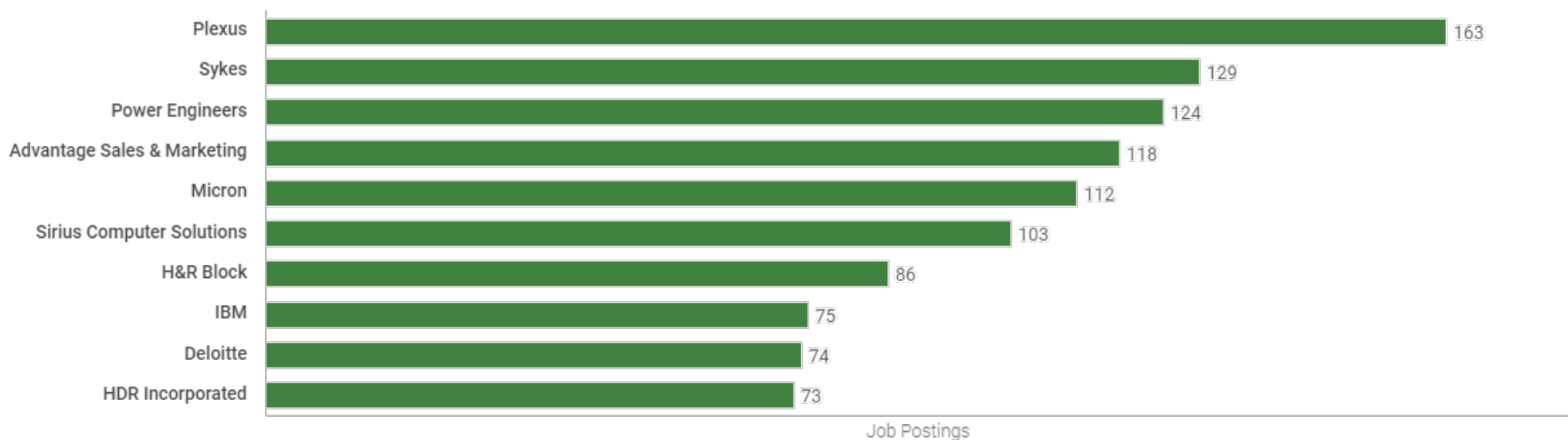
Record Keeping	Necessary	6	7.9%
Business Communications	NA	5	6.6%
Mail Sorting	Distinguishing	5	6.6%
Mailing	Defining	5	6.6%
Printers	NA	5	6.6%
Project Management	NA	5	6.6%
Calendar Management	NA	4	5.3%
Case Management	NA	4	5.3%
Dictation	NA	4	5.3%
Equipment Maintenance	NA	4	5.3%
Filing	Distinguishing	4	5.3%
Financial Reporting	NA	4	5.3%
Inventory Control	NA	4	5.3%
Inventory Maintenance	NA	4	5.3%
Medical Terminology	NA	4	5.3%
Microsoft Sharepoint	NA	4	5.3%
Office Supply Ordering	Distinguishing	4	5.3%
Payment Processing	NA	4	5.3%
Rehabilitation	NA	4	5.3%
Rehabilitation Services	NA	4	5.3%
Transcription	NA	4	5.3%
Vocational Rehabilitation	NA	4	5.3%
Workers' Compensation	NA	4	5.3%
Database Software	NA	3	3.9%
Information Technology Industry Knowledge	NA	3	3.9%

Top Industries

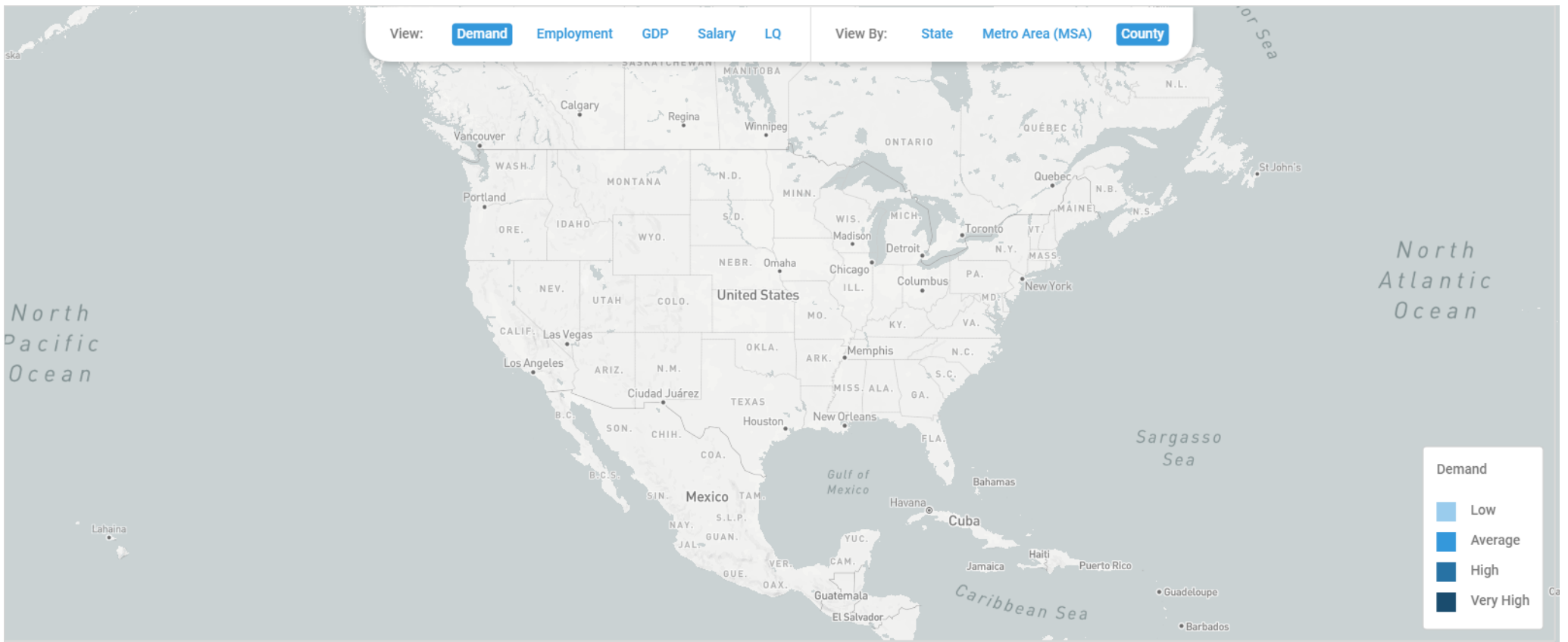
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Top Employers



Top Locations



County	Job Postings (Last 12 Months)	Employment (Last 12 Months)	GDP	Median Salary (in Thousands)	Location Quotient
Ada, ID	4,722	21K	\$2B	\$56k	1.4 ▲
Bonneville, ID	624	NA	\$229.6M	\$59k	0.8 ▼
Canyon, ID	550	21K	\$170.6M	\$35k	0.6 ▼
Kootenai, ID	356	NA	\$280.4M	\$38k	0.4 ▼
Bannock, ID	284	NA	\$99.8M	\$57k	0.5 ▼
Nez Perce, ID	182	NA	\$45.7M	\$47k	0.5 ▼
Twin Falls, ID	168	NA	\$110.1M	\$42k	0.3 ▼
Bonner, ID	127	NA	\$54.0M	\$54k	0.6 ▼
Blaine, ID	90	NA	\$151.5M	\$50k	0.4 ▼
Bingham, ID	80	NA	N/A	\$33k	0.3 ▼

Source: Bureau of Labor Statistics, Bureau of Economic Analysis