



Biosciences Industry

REAL TIME LABOR MARKET SUMMARY

June 2018

Biosciences Industry Labor Analysis Across the State During the Last 6 Months

A sampling of the Biosciences industry for the 6-month period showed over 3,000 job postings for top demand jobs. The top occupation was Wholesale and Manufacturing Sales Reps, making up 5.7% of total job postings.

Top Job Postings		% Online Job Postings
SOC Code	Description	
Now Occupations		
41-4012	Sales Representatives, Wholesale and Manufacturing	5.7%
43-4051	Customer Service Representatives	2.1%
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	1.3%
51-9111	Packaging and Filling Machine Operators and Tenders	1.3%
51-9199	Production Workers, All Other	1.1%
43-6014	Secretaries and Administrative Assistants	1.0%
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	0.6%
41-3099	Sales Representatives, Services, All Other	0.5%
45-2092	Farmworkers and Laborers, Crop	0.5%
43-9021	Data Entry Keyers	0.5%
Next Occupations		
29-2012	Medical and Clinical Laboratory Technicians	5.0%
31-9097	Phlebotomists	1.6%
49-9071	Maintenance and Repair Workers, General	1.3%
51-1011	First-Line Supervisors of Production and Operating Workers	1.2%
29-2071	Medical Records and Health Information Technicians	1.2%
17-3029	Manufacturing Production Technicians	0.9%
19-4099	Quality Control Analysts	0.8%
15-1151	Computer User Support Specialists	0.8%
49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	0.6%
43-3031	Bookkeeping, Accounting, and Auditing Clerks	0.5%
Later Occupations		
19-2031	Chemists	4.2%
11-9199	Managers, All Other	3.5%
11-2022	Sales Managers	2.7%
15-1132	Software Developers, Applications	2.7%
15-2031	Operations Research Analysts	2.2%
11-2021	Marketing Managers	2.2%
19-1020	Biologists	1.6%
15-1121	Computer Systems Analysts	1.5%
41-4011	Sales Representatives, Technical and Scientific Products	1.4%
13-1071	Human Resources Specialists	1.3%

Occupations are divided into Now, Next and Later categories based on the typical training and education required. Now occupations usually require 1-12 months of on-the-job training. Next occupations usually require more than one year of on-the-job training and can additionally need specific work experience. These occupations often require an associate's degree or vocational certificate. Later occupations usually require a bachelor's degree or higher and may need specific work experience.

Over one-half (57%) of jobs posted for this industry and time period fell into the Later category, indicating this is an industry that demands technical and skilled labor.

The top five employers for the 6-month time period of December 01, 2017 - May 31, 2018 were:

- Monsanto
- Merck & Company (MilliporeSigma)
- Pfizer
- Quest Diagnostics
- Mallinckrodt Pharmaceuticals



Biosciences Industry Skills and Certifications

Top 10 Basic Skills	
Description	Rank
Communication Skills	1
Teamwork / Collaboration	2
Research	3
Problem Solving	4
Microsoft Excel	5
Organizational Skills	6
Computer Literacy	7
Microsoft Office	8
Planning	9
Detail-Oriented	10

Top 10 Specialized Skills	
Description	Rank
Customer Service	1
Chemistry	2
Biotechnology	3
Sales	4
Project Management	5
Quality Assurance and Control	6
Scheduling	7
Budgeting	8
Biology	9
Current Good Manufacturing Practices (CGMP)	10

Basic skills are the most numerous, found in the majority of job advertisements. Several soft skills such as communication, teamwork, and problem solving ranked in the top 10 requested basic skills. Communication skills were found in over two-fifths (41%) of total job postings. Top specialized skills included customer service, chemistry, and biotechnology.

Top 10 Software Skills	
Description	Rank
Microsoft Excel	1
Microsoft Office	2
Microsoft Word	3
SAP	4
Microsoft Powerpoint	5
Software Development	6
SQL	7
Python	8
Enterprise Resource Planning (ERP)	9
Microsoft Access	10

Top 10 Certificates	
Certificate	Rank
Driver's License	1
Certified Medical Laboratory Technician	2
American Society For Clinical Pathology (ASCP) Certification	3
Project Management Certification	4
Six Sigma Certification	5
Phlebotomy Certification	6
Project Management Professional (PMP)	7
Certified Public Accountant (CPA)	8
Security Clearance	9
Forklift Operator Certification	10

Microsoft programs, SAP, and software development were among the top requested software and programming skills. Top requested certificates included a Driver's License, and Certified Medical Technician.

Notes:

Data for this analysis has been extracted using Burning Glass Technologies Labor/Insight™ tool which collects information from over 35,000 web sources, including job boards, newspapers, and employer websites. While this analysis presents a broad picture of hiring activity and serves as a measure of labor demand, it does not capture openings that are filled through other networks.

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