



# Biosciences Industry

## REAL TIME LABOR MARKET SUMMARY

December 2017

### 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 2,500 job postings for top demand jobs. The top occupation was Wholesale and Manufacturing Sales Reps, making up 5.8% of total job postings.

Top Job Postings		% Online Job Postings
SOC Code	Description	
<b>Now Occupations</b>		
41-4012	Sales Representatives, Wholesale and Manufacturing	5.8%
43-4051	Customer Service Representatives	2.2%
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	1.7%
51-9061	Inspectors, Testers, Sorters, Samplers, and Weighers	1.2%
51-9199	Production Workers, All Other	1.1%
51-9111	Packaging and Filling Machine Operators and Tenders	1.0%
43-6014	Secretaries and Administrative Assistants	0.9%
41-9099	Sales and Related Workers, All Other	0.4%
43-5081	Stock Clerks- Stockroom, Warehouse, or Storage Yard	0.4%
45-2091	Agricultural Equipment Operators	0.4%
<b>Next Occupations</b>		
29-2012	Medical and Clinical Laboratory Technicians	4.2%
31-9097	Phlebotomists	1.8%
49-9071	Maintenance and Repair Workers, General	1.5%
51-1011	First-Line Supervisors of Production and Operating Workers	1.3%
17-3029	Manufacturing Production Technicians	1.1%
49-9041	Industrial Machinery Mechanics	0.8%
49-1011	First-Line Supervisors of Mechanics, Installers, and Repairers	0.6%
19-4031	Chemical Technicians	0.6%
43-1011	First-Line Supervisors of Office and Admin. Support Workers	0.5%
19-4099	Quality Control Analysts	0.5%
<b>Later Occupations</b>		
19-2031	Chemists	5.2%
15-1132	Software Developers, Applications	2.4%
11-2022	Sales Managers	2.2%
17-2041	Chemical Engineers	1.9%
11-9199	Managers, All Other	1.9%
19-1020	Biologists	1.6%
11-1021	General and Operations Managers	1.4%
13-1071	Human Resources Specialists	1.4%
11-2021	Marketing Managers	1.3%
15-1199	Information Technology Project Managers	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 June 2017 – November 2017 were:

- Monsanto
- Pfizer
- Merck & Company (MilliporeSigma)
- Quest Diagnostics
- Bunge



## Biosciences Industry Skills and Certifications

Top 10 Basic Skills	
Description	Rank
Communication Skills	1
Writing	2
Problem Solving	3
Research	4
Organizational Skills	5
Team Work/ Collaboration	6
Planning	7
Detail-Oriented	8
Troubleshooting	9
Computer Skills	10

Top 10 Specialized Skills	
Description	Rank
Microsoft Excel	1
Chemistry	2
Microsoft Office	3
Customer Service	4
Scheduling	5
Good Manufacturing Practices (GMP)	6
Budgeting	7
SAP	8
Project Management	9
Sales	10

Basic skills are the most numerous, found in the majority of job advertisements. Several soft skills such as communication, writing, 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 Microsoft Office programs, chemistry, and customer service.

Top 10 Software Skills		Top 10 Certificates	
Description	Rank	Certificate	Rank
Microsoft Excel	1	Certified Medical Laboratory Technician	1
Microsoft Office	2	Phlebotomy Certification	2
SAP	3	Project Management Certification (E.G. PMP)	3
Microsoft Powerpoint	4	Certified Public Accountant (CPA)	4
Microsoft Word	5	American Society For Clinical Pathology (ASCP) Certification	5
Python	6	Six Sigma Certification	6
JAVA	7	Security Clearance	7
SQL	8	Forklift Operator Certification	8
Enterprise Resource Planning (ERP)	9	Commercial Driver's License	9
Salesforce	10	SAP Certification	10

Microsoft programs, SAP, and Python were among the top requested software and programming skills. Top requested certificates included Certified Medical Laboratory Technician, Phlebotomy, and Project Management (PMP).

### 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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