

# Advanced Manufacturing

A PRIORITY SECTOR in San Diego County



San Diego  
**Workforce**  
Partnership

This sector combines fields like engineering, computer drafting, biotech and more to design and build our future.



Scan to take a quiz and learn how your interests align with San Diego jobs!

#mynextmove

## Sample occupations

### How much will I earn per hour?

Entry level 10<sup>th</sup> percentile    Mid-career 50<sup>th</sup> percentile    Experienced 90<sup>th</sup> percentile

### What level of education is expected by employers?

<b>R</b> Realistic	<b>The Doers</b>   People who enjoy working outdoors and have athletic or mechanical abilities	<b>Aircraft Mechanics and Service Technicians</b> diagnose, adjust, repair or overhaul aircraft engines and assemblies.	\$25 — \$31 — \$40	Two graduation caps
<b>I</b> Investigative	<b>The Thinkers</b>   People who use investigative and analytics skills to gather facts	<b>Industrial Engineers</b> design, develop, test and evaluate ways to manage industrial production processes.	\$31 — \$45 — \$66	Three graduation caps
<b>A</b> Artistic	<b>The Creators</b>   People who prefer to work in creative, unstructured settings and use their artistic abilities	<b>Commercial and Industrial Designers</b> combine artistic talent with research on product use, marketing and materials to create the most functional and appealing product design.	\$17 — \$34 — \$66	Three graduation caps
<b>S</b> Social	<b>The Helpers</b>   People who enjoy working with others	<b>Customer Service Representatives</b> interact with customers to provide solutions to questions and problems they may have.	\$12 — \$17 — \$28	One graduation cap
<b>E</b> Enterprising	<b>The Persuaders</b>   People who like to lead and influence others to work towards organization goals	<b>First-Line Supervisors of Production and Operating Workers</b> supervise and coordinate the activities of production workers, such as inspectors, precision workers and machine setters.	\$19 — \$32 — \$52	One graduation cap
<b>C</b> Conventional	<b>The Organizers</b>   People who enjoy working with data, keeping organized, and using their numerical abilities	<b>Statisticians</b> develop and apply mathematical or statistical theory to understanding the world's most interesting and challenging questions.	\$34 — \$53 — \$73	Four graduation caps

Four graduation caps    Doctoral degree

Three graduation caps    Master's or professional degree

Two graduation caps    Bachelor's degree

One graduation cap    Associate degree or certificate

One graduation cap    High school diploma or less

Educational levels are typical but not meant to mean they are the minimum requirement.

To explore, visit [workforce.org/mynextmove](https://workforce.org/mynextmove)



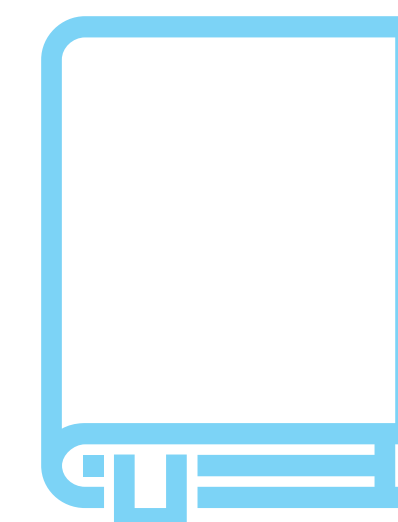
# Education & Human Development

A PRIORITY SECTOR in San Diego County



San Diego Workforce Partnership

Whether it's teaching at a daycare, working at a school or educating communities about health resources, people in this sector help others access their personal freedom to decide who to be, what to do and how to live.



Scan to take a quiz and learn how your interests align with San Diego jobs!

#mynextmove

## Sample occupations

### How much will I earn per hour?

Entry level 10<sup>th</sup> percentile    Mid-career 50<sup>th</sup> percentile    Experienced 90<sup>th</sup> percentile

### What level of education is expected by employers?

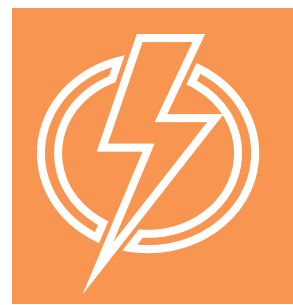
<b>R</b> Realistic	<b>The Doers</b>   People who enjoy working outdoors and have athletic or mechanical abilities	<b>Athletic Trainers</b> evaluate and advise individuals to assist recovery from or avoid athletic-related injuries or illnesses or maintain peak physical fitness.	\$18 — \$28 — \$39	4 graduation caps
<b>I</b> Investigative	<b>The Thinkers</b>   People who use investigative and analytics skills to gather facts	<b>Computer User Support Specialists</b> answer questions or resolve computer problems for clients in person, via telephone or electronically.	\$18 — \$28 — \$43	2 graduation caps
<b>A</b> Artistic	<b>The Creators</b>   People who prefer to work in creative, unstructured settings and use their artistic abilities	<b>Childcare Workers</b> attend to children at schools, businesses, private households and child care institutions.	\$4 — \$12 — \$19	1 graduation cap
<b>S</b> Social	<b>The Helpers</b>   People who enjoy working with others	<b>Respiratory Therapists</b> assess, treat and care for patients with breathing disorders.	\$28 — \$38 — \$49	2 graduation caps
<b>E</b> Enterprising	<b>The Persuaders</b>   People who like to lead and influence others to work towards organization goals	<b>Fundraisers</b> organize activities to raise funds or otherwise solicit and gather monetary donations or other gifts for an organization.	\$13 — \$24 — \$46	3 graduation caps
<b>C</b> Conventional	<b>The Organizers</b>   People who enjoy working with data, keeping organized, and using their numerical abilities	<b>Education Administrators, Post-secondary</b> plan, direct or coordinate research, instructional, student administration services and other educational activities at post-secondary institutions.	\$30 — \$53 — \$94	5 graduation caps

5 graduation caps Doctoral degree    3 graduation caps Master's or professional degree    2 graduation caps Bachelor's degree    1 graduation cap Associate degree or certificate    1 graduation cap High school diploma or less

Educational levels are typical but not meant to mean they are the minimum requirement.

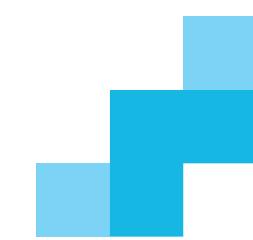
To explore, visit [workforce.org/mynextmove](https://workforce.org/mynextmove)





# Energy, Construction & Utilities

A PRIORITY SECTOR in San Diego County



San Diego  
**Workforce**  
Partnership

This sector creates the physical places people live, work and enjoy—from the four walls of a building to the wiring and power that make it possible to offer free wifi.



Scan to take a quiz and learn how your interests align with San Diego jobs!

#mynextmove

## Sample occupations

### How much will I earn per hour?

Entry level 10<sup>th</sup> percentile    Mid-career 50<sup>th</sup> percentile    Experienced 90<sup>th</sup> percentile

### What level of education is expected by employers?

Interest Type	Occupation Description	Entry level 10 <sup>th</sup> percentile	Mid-career 50 <sup>th</sup> percentile	Experienced 90 <sup>th</sup> percentile	Education Level
<b>R</b> Realistic <b>The Doers</b>   People who enjoy working outdoors and have athletic or mechanical abilities	<b>Electrical Power-Line Installers and Repairers</b> install or repair cables or wires used in electrical power or distribution systems.	\$25	\$46	\$62	High school diploma or less
<b>I</b> Investigative <b>The Thinkers</b>   People who use investigative and analytics skills to gather facts	<b>Structural Iron and Steel Workers</b> work with iron and steel to form completed structures or structural frameworks.	\$18	\$34	\$49	High school diploma or less
<b>A</b> Artistic <b>The Creators</b>   People who prefer to work in creative, unstructured settings and use their artistic abilities	<b>Interior Designers</b> plan, design and furnish interiors of residential, commercial or industrial buildings.	\$10	\$27	\$57	Bachelor's degree
<b>S</b> Social <b>The Helpers</b>   People who enjoy working with others	<b>Training and Development Specialists</b> design and conduct training and development programs to improve individual and organizational performance.	\$19	\$33	\$49	Bachelor's degree
<b>E</b> Enterprising <b>The Persuaders</b>   People who like to lead and influence others to work towards organization goals	<b>Hydroelectric Production Managers</b> manage operations at hydroelectric power generation facilities.	\$32	\$49	\$95	Associate degree or certificate
<b>C</b> Conventional <b>The Organizers</b>   People who enjoy working with data, keeping organized, and using their numerical abilities	<b>City &amp; Regional Planning Aides</b> compile data from various sources, such as maps, reports and field and file investigations, for use by city planners in making planning studies.	\$28	\$42	\$60	Bachelor's degree

🎓🎓🎓🎓 Doctoral degree    🎓🎓 Master's or professional degree    🎓🎓 Bachelor's degree    🎓 Associate degree or certificate    🎓 High school diploma or less

Educational levels are typical but not meant to mean they are the minimum requirement.

To explore, visit [workforce.org/mynextmove](https://workforce.org/mynextmove)



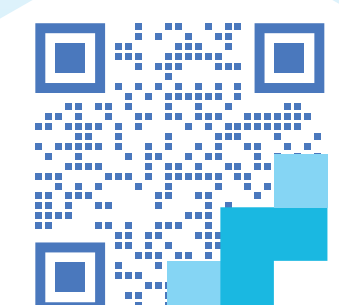
# Healthcare

A PRIORITY SECTOR in San Diego County



San Diego  
**Workforce**  
Partnership

At the intersection of technology, science and empathy lies healthcare, where people work to keep the public healthy and well, quickly solving problems when something goes wrong.



Scan to take a quiz and learn how your interests align with San Diego jobs!

#mynextmove

## Sample occupations

### How much will I earn per hour?

Entry level 10<sup>th</sup> percentile    Mid-career 50<sup>th</sup> percentile    Experienced 90<sup>th</sup> percentile

### What level of education is expected by employers?

<b>R</b> Realistic	<b>The Doers</b>   People who enjoy working outdoors and have athletic or mechanical abilities	<b>Radiologic Technologists</b> take X-rays and CAT scans as well as other medical images.	\$24 — \$41 — \$57	2 caps
<b>I</b> Investigative	<b>The Thinkers</b>   People who use investigative and analytics skills to gather facts	<b>Family and General Practitioners</b> are physicians who diagnose, treat and help prevent diseases and injuries that commonly occur in the general population.	\$30 — \$87 — \$157	5 caps
<b>A</b> Artistic	<b>The Creators</b>   People who prefer to work in creative, unstructured settings and use their artistic abilities	<b>Substance Abuse, Behavioral Disorder, and Mental Health Counselors</b> work with individuals with mental, emotional or substance abuse challenges. They conduct individual and group therapy, crisis intervention, case management, client advocacy, prevention and education.	\$12 — \$21 — \$39	4 caps
<b>S</b> Social	<b>The Helpers</b>   People who enjoy working with others	<b>Counseling Psychologists</b> assess and evaluate individuals' problems through the use of case history, interviews and observation and provide individual or group counseling services.	\$21 — \$44 — \$90	5 caps
<b>E</b> Enterprising	<b>The Persuaders</b>   People who like to lead and influence others to work towards organization goals	<b>Clinical Nurse Specialists</b> plan, direct or coordinate medical and health services in hospitals, clinics, managed care organizations, public health agencies or similar organizations.	\$30 — \$48 — \$64	4 caps
<b>C</b> Conventional	<b>The Organizers</b>   People who enjoy working with data, keeping organized, and using their numerical abilities	<b>Insurance Claims and Policy Processing Clerks</b> obtain information from insured or designated persons for the purpose of settling claims with insurance carriers.	\$11 — \$19 — \$27	1 cap

4 caps Doctoral degree

3 caps Master's or professional degree

2 caps Bachelor's degree

1 cap Associate degree or certificate

0 caps High school diploma or less

Educational levels are typical but not meant to mean they are the minimum requirement.

To explore, visit [workforce.org/mynextmove](https://workforce.org/mynextmove)



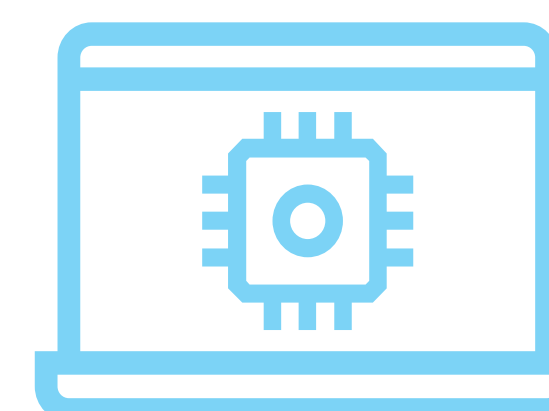


# Information & Communication Technologies and Digital Media

A PRIORITY SECTOR in San Diego County



This sector calls for people to use their creativity to code the latest cutting-edge computer program, launch the newest top trending app or design the next iconic logo.



## Sample occupations

### How much will I earn per hour?

Entry level 10<sup>th</sup> percentile    Mid-career 50<sup>th</sup> percentile    Experienced 90<sup>th</sup> percentile

### What level of education is expected by employers?

Personality Type	Description	Sample Occupation	Entry level 10 <sup>th</sup> percentile	Mid-career 50 <sup>th</sup> percentile	Experienced 90 <sup>th</sup> percentile	Education Level
<b>R</b> Realistic	<b>The Doers</b>   People who enjoy working outdoors and have athletic or mechanical abilities	<b>Software Developers, Applications</b> develop, create computer applications, software or programs. They analyze user needs and develop software solutions.	\$34	\$53	\$77	3 graduation caps
<b>I</b> Investigative	<b>The Thinkers</b>   People who use investigative and analytics skills to gather facts	<b>Computer Network Architects</b> design and implement computer and information networks, such as local area networks (LAN), wide area networks (WAN), intranets, extranets and other data communications networks.	\$33	\$60	\$101	4 graduation caps
<b>A</b> Artistic	<b>The Creators</b>   People who prefer to work in creative, unstructured settings and use their artistic abilities	<b>Technical Writers</b> write technical materials, such as equipment manuals, appendices or operating and maintenance instructions.	\$25	\$33	\$50	2 graduation caps
<b>S</b> Social	<b>The Helpers</b>   People who enjoy working with others	<b>Instructional Coordinators</b> develop instructional material and educational content for specialized fields that provide guidelines to educators and instructors for developing course material.	\$20	\$32	\$58	4 graduation caps
<b>E</b> Enterprising	<b>The Persuaders</b>   People who like to lead and influence others to work towards organization goals	<b>Management Analysts</b> conduct studies and evaluations, design systems and procedures and prepare operations manuals to assist management in operating more efficiently and effectively.	\$22	\$39	\$73	3 graduation caps
<b>C</b> Conventional	<b>The Organizers</b>   People who enjoy working with data, keeping organized, and using their numerical abilities	<b>Database Administrators</b> administer, test and coordinate changes to databases. They plan, coordinate and implement security measures to safeguard computer databases.	\$27	\$48	\$71	3 graduation caps

🎓🎓🎓🎓 Doctoral degree    🎓🎓 Master's or professional degree    🎓🎓 Bachelor's degree    🎓 Associate degree or certificate    🎓 High school diploma or less

Educational levels are typical but not meant to mean they are the minimum requirement.

To explore, visit [workforce.org/mynextmove](http://workforce.org/mynextmove)



# Life Sciences & Biotechnology

A PRIORITY SECTOR in San Diego County



San Diego Workforce Partnership

Have you ever dreamed of being a super hero? People in this sector work daily to fuse together the power of life science and evolving technology to save lives and enhance quality of life.



Scan to take a quiz and learn how your interests align with San Diego jobs!

#mynextmove

## Sample occupations

### How much will I earn per hour?

Entry level 10<sup>th</sup> percentile    Mid-career 50<sup>th</sup> percentile    Experienced 90<sup>th</sup> percentile

### What level of education is expected by employers?



**The Doers** | People who enjoy working outdoors and have athletic or mechanical abilities

**Molecular and Cellular Biologists** research and study cellular molecules and organelles to understand cell function and organization.



**The Thinkers** | People who use investigative and analytics skills to gather facts

**Chemists** conduct chemical analyses or experiments in laboratories for quality or process control or to develop new products or knowledge.



**The Creators** | People who prefer to work in creative, unstructured settings and use their artistic abilities

**Biochemists and Biophysicists** study the chemical composition or physical principles of living cells and organisms, their electrical and mechanical energy and related phenomena.



**The Helpers** | People who enjoy working with others

**Medical Assistants** perform administrative duties and maintain medical records for patients. They take and record vital signs and medical histories, preparing patients for examination, drawing blood and administering medications.



**The Persuaders** | People who like to lead and influence others to work towards organization goals

**Financial Managers** plan, direct and coordinate accounting, investing, insurance and other financial activities of a branch, office or department of a research firm.



**The Organizers** | People who enjoy working with data, keeping organized, and using their numerical abilities

**Medical and Clinical Laboratory Technicians** perform routine medical laboratory tests for the diagnosis, treatment and prevention of disease. May work under the supervision of a medical technologist.



🎓🎓🎓🎓🎓 Doctoral degree

🎓🎓🎓 Master's or professional degree

🎓🎓 Bachelor's degree

🎓 Associate degree or certificate

🎓 High school diploma or less

Educational levels are typical but not meant to mean they are the minimum requirement.

To explore, visit [workforce.org/mynextmove](http://workforce.org/mynextmove)





# Public Administration

A PRIORITY SECTOR in San Diego County



San Diego Workforce Partnership

People in this sector solve problems through their research, analysis, leadership and public service. They listen to concerns, collaborate with others and respond to the community with a goal of improving people's lives.



Scan to take a quiz and learn how your interests align with San Diego jobs!

#mynextmove

## Sample occupations

### How much will I earn per hour?

Entry level 10<sup>th</sup> percentile    Mid-career 50<sup>th</sup> percentile    Experienced 90<sup>th</sup> percentile

### What level of education is expected by employers?

Interest Type	Description	Entry level 10 <sup>th</sup> percentile	Mid-career 50 <sup>th</sup> percentile	Experienced 90 <sup>th</sup> percentile	Education Level
<b>R</b> Realistic	<b>The Doers</b>   People who enjoy working outdoors and have athletic or mechanical abilities	\$20	\$33	\$48	Two graduation caps
<b>I</b> Investigative	<b>The Thinkers</b>   People who use investigative and analytics skills to gather facts	\$41	\$46	\$68	One graduation cap
<b>A</b> Artistic	<b>The Creators</b>   People who prefer to work in creative, unstructured settings and use their artistic abilities	\$11	\$25	\$45	Three graduation caps
<b>S</b> Social	<b>The Helpers</b>   People who enjoy working with others	\$17	\$27	\$40	Three graduation caps
<b>E</b> Enterprising	<b>The Persuaders</b>   People who like to lead and influence others to work towards organization goals	\$28	\$63	\$155	Five graduation caps
<b>C</b> Conventional	<b>The Organizers</b>   People who enjoy working with data, keeping organized, and using their numerical abilities	\$15	\$23	\$31	One graduation cap

Four graduation caps    Doctoral degree

Three graduation caps    Master's or professional degree

Two graduation caps    Bachelor's degree

One graduation cap    Associate degree or certificate

High school diploma or less

Educational levels are typical but not meant to mean they are the minimum requirement.

To explore, visit [workforce.org/mynextmove](http://workforce.org/mynextmove)