TRANSPORTATION, DISTRIBUTION AND LOGISTICS CLUSTER
PATHWAY: SALES AND SERVICE

DEGREE/TRAINING REQUIRED Standard Occupational System (SOC) Code	OCCUPATION	KANSAS MEDIAN SALARY[i]	% CHANGE / EMPLOYMENT PROSPECTS	
			KANSAS 2008-2018[ii]	USA 2006-2016[iii]
-Associate Degree **-Certifications** **-On the Job Training** **-2 Yr. Community/Technical Colleges** **-Registered Apprenticeship**				
41-4012	Sales Representatives, Wholesale & Manufacturing, Except Technical and Scientific Products: Sales Representatives, Transportation/ Logistics Services	$23.33/hr.	+9%	+8%
43-1011	First-Line Supervisors/ Managers of Office & Administrative Support Workers: First-Line Supervisors, Customer Service	$18.96/hr.	+11%	+6%
43-5011	Cargo & Freight Agents	$23.61/hr.	+5%	+16%
43-4181	Reservation & Transportation Ticket Agents and Travel Clerks	$11.64/hr.	+11%	+1%
43-4051	Customer Service Representatives	$13.39/hr.	+25%	+25%
43-3021	Billing & Posting Clerks and Machine Operators: Customer Order & Billing Clerks	$14.16/hr.	+13%	+4%
41-2021	Counter and Rental Clerks: Cashiers, Counter & Rental Clerks	$9.79/hr.	+0%	+23%
Bachelor's Degrees				

[i] 2008-2018 Kansas Occupational Outlook Study, http://www.dol.ks.gov
[ii] 2008-2018 Kansas Occupational Outlook Study, http://www.dol.ks.gov
[iii] 2008-2009 National Employment Occupational Outlook Handbook, http://www.bls.gov/oco

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Colleges / Universities				
11-2021	Marketing Managers	$45.32/hr.	+11%	+14%
11-2022	Sales Managers	$40.95/hr.	+16%	+10%
Graduate Degrees Colleges/ Universities				
11-2021	Marketing Managers	$45.32/hr.	+11%	+14%
11-2022	Sales Managers	$40.95/hr.	+16%	+10%

N/A = Data Not Available

Employment is projected to:	Growth compared to average:
increase 21 percent or more	Grow much faster than average
increase 14 to 20 percent	Grow faster than average
increase 7 to 13 percent	Grow about as fast as average
increase 3 to 6 percent	Grow more slowly than average
decrease 2 percent to increase 2 percent	Little or no change
decrease 3 to 9 percent	Decline slowly or moderately
decrease 10 percent or more	Decline rapidly