

## TRANSPORTATION, DISTRIBUTION AND LOGISTICS CLUSTER **PATHWAY: SALES AND SERVICE**

DEGREE/TRAINING REQUIRED  Standard Occupational System (SOC) Code	AV	KANSAS AVERAGE SALARY <sup>i</sup>	% CHANGE / EMPLOYMENT PROSPECTS	
			KANSAS 2010-2020 <sup>ii</sup>	USA 2010-2020 <sup>iii</sup>
-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	\$30.18/hr.	+10%	+16%
43-1011	First-Line Supervisors/ Managers of Office & Administrative Support Workers: First-Line Supervisors, Customer Service	\$22.38/hr.	+12%	+14%
43-5011	Cargo & Freight Agents	\$18.33/hr.	+31%	+29%
43-4181	Reservation & Transportation Ticket Agents and Travel Clerks	\$13.06/hr.	-10%	+6%
43-4051	Customer Service Representatives	\$14.81/hr.	+16%	+15%
43-3021	Billing & Posting Clerks and Machine Operators: Customer Order & Billing Clerks	\$14.48/hr.	+18%	+20%
41-2021	Counter and Rental Clerks: Cashiers, Counter & Rental Clerks	N/A	N/A	+12%
Bachelor's Degrees				

i 2010-2020 Kansas Occupational Outlook Study, <a href="http://www.dol.ks.gov">http://www.dol.ks.gov</a>
 iii 2010-2020 Kansas Occupational Outlook Study, <a href="http://www.dol.ks.gov">http://www.dol.ks.gov</a>
 iii 2012-2013 National Employment Occupational Outlook Handbook, <a href="http://www.bls.gov/ooh">http://www.bls.gov/ooh</a>

DEGREE/TRAINING REQUIRED	OCCUPATION	KANSAS AVERAGE SALARY <sup>i</sup>	% CHANGE / EMPLOYMENT PROSPECTS	
Standard Occupational System (SOC) Code			KANSAS 2010-2020 <sup>ii</sup>	USA 2010-2020 <sup>iii</sup>
Colleges / Universities				
11-2021	Marketing Managers	\$54.13/hr.	+11%	+14%
11-2022	Sales Managers	\$52.12/hr.	+9%	+12%
Graduate Degrees				
Colleges/ Universities				
11-2021	Marketing Managers	\$54.13/hr.	+11%	+14%
11-2022	Sales Managers	\$52.12/hr.	+9%	+12%

N/A = Data Not Available

## **Employment is projected to:** Growth compared to average:

	1 8		
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		