



TRANSPORTATION, DISTRIBUTION AND LOGISTICS CLUSTER PATHWAY: SALES AND SERVICE

DEGREE/TRAINING REQUIRED Standard Occupational System (SOC) Code	OCCUPATION	KANSAS MEDIAN ANNUAL WAGE ⁱ	% CHANGE / EMPLOYMENT PROSPECTS	
			KANSAS 2012-2022 ⁱⁱ	USA 2014-2024 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	\$54,830/yr..	+0.5%	+7%
43-1011	First-Line Supervisors/ Managers of Office & Administrative Support Workers: First-Line Supervisors, Customer Service	\$45,450/yr.	+1.2%	+8%
43-5011	Cargo & Freight Agents	\$37,330/yr.	+2%	+7%
43-4181	Reservation & Transportation Ticket Agents and Travel Clerks	\$23,540/yr.	-3.7%	-1%
43-4051	Customer Service Representatives	\$30,190/yr.	+1.6%	+10%
43-3021	Billing & Posting Clerks and Machine Operators: Customer Order & Billing Clerks	\$30,990/yr.	+1.6%	+13%
41-2021	Counter and Rental Clerks: Cashiers, Counter & Rental Clerks	N/A	N/A	+4%
Bachelor's Degrees				

ⁱ 2012-2022 Kansas Occupational Outlook Study, <http://www.dol.ks.gov>

ⁱⁱ 2012-2022 Kansas Occupational Outlook Study, <http://www.dol.ks.gov>

ⁱⁱⁱ 2015-2016 National Employment Occupational Outlook Handbook, <http://www.bls.gov/ooh>

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Colleges / Universities				
11-2021	Marketing Managers	\$112,500/yr.	+1.7%	+9%
11-2022	Sales Managers	\$94,150/yr.	+0.9%	+5%
Graduate Degrees Colleges/ Universities				
11-2021	Marketing Managers	\$112,500/yr.	+1.7%	+9%
11-2022	Sales Managers	\$94,150/yr.	+0.9%	+5%

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