



Strategic Industry Profiles

Boston Metropolitan Area

January 2021

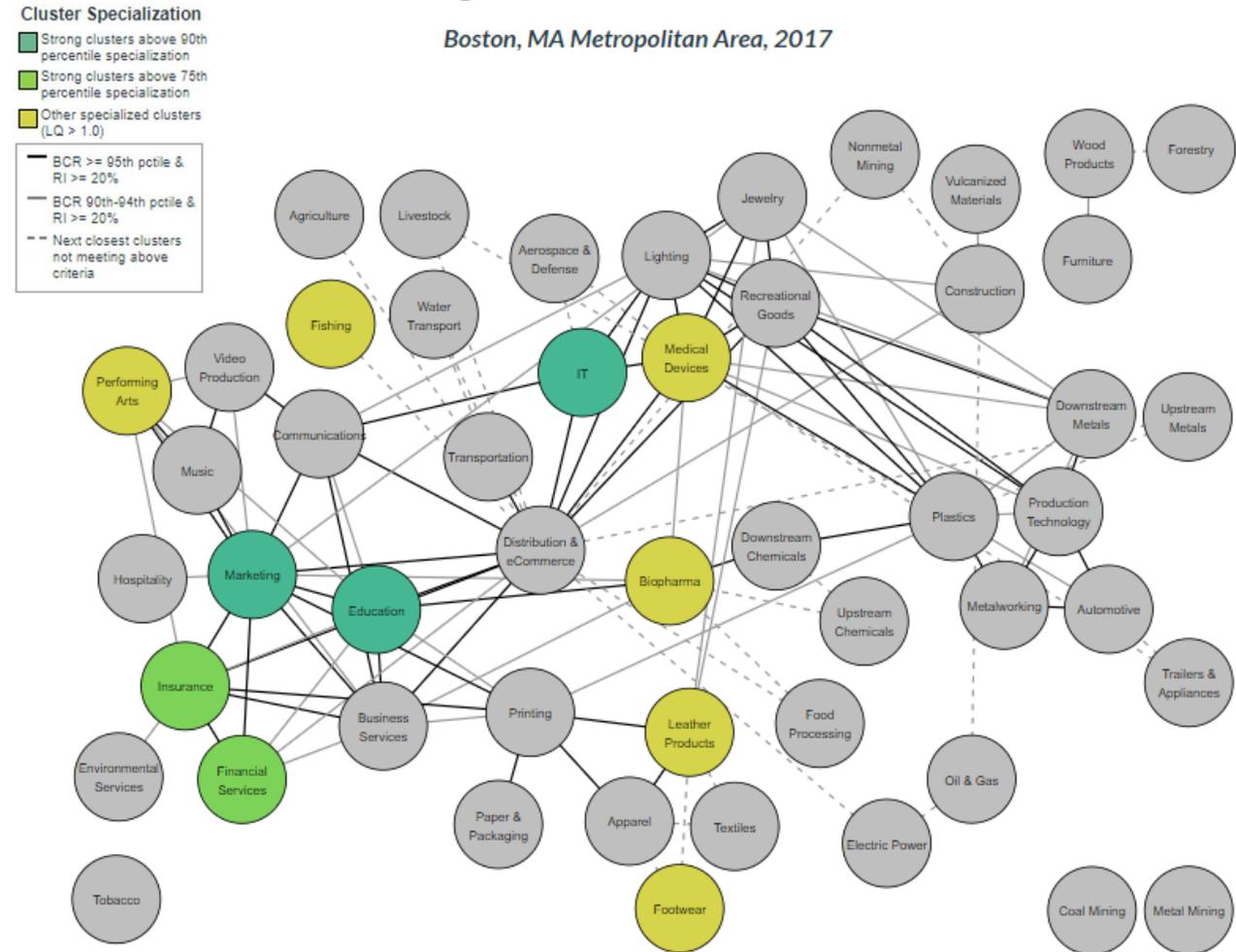
Region Overview of Strategic Industries

The Greater Boston Area already claims...

- Strong comparative advantage in **education, information technology, and marketing**
 - Education: Ranked 2 in US
 - Information Technology: Ranked 4 in US
 - Marketing & Design: Ranked 6 in US
- Large **finance, insurance, and biopharmaceutical** industries
 - Biopharmaceuticals: Ranked 7 in US
 - Financial Services: Ranked 6 in US
 - Insurance Services: Ranked 5 in US
- These profiles will feature:
 - Education
 - Information Technology
 - Marketing & Design
 - Financial Services
 - Insurance
 - Biopharmaceuticals

Cluster Linkages and Economic Diversification

Boston, MA Metropolitan Area, 2017



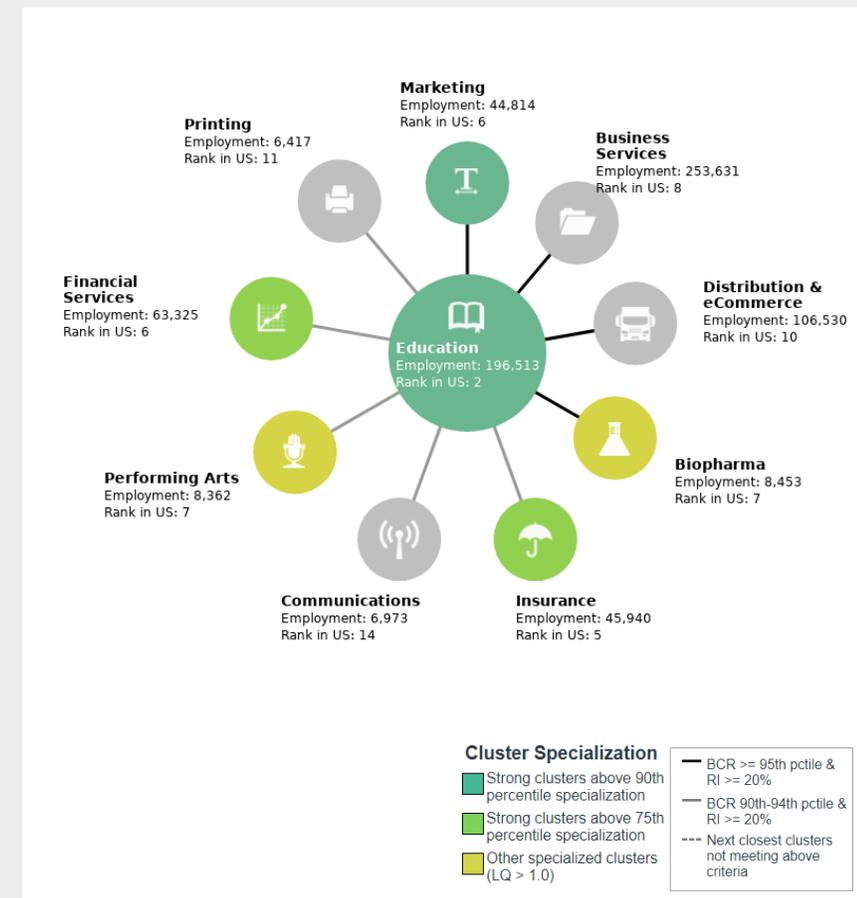
Source: U.S. Cluster Mapping <http://clustermapping.us/>

Key Occupations & Industry Linkages

Industry: **Education**

Region: **Boston, MA**

	Occupations in Greatest Demand	Occupations with Fastest-Growing Demand	Occupations with Highest Predicted Salaries
No Postsecondary	Coaches and Scouts Maintenance and Repair Workers Engineering Technicians Inspectors, Testers, Sorters, Samplers, and Weighers Security Guards	Fitness Trainers and Aerobics Instructors Sales Representatives, Services Retail Salespersons Chefs and Head Cooks	Coaches and Scouts Office and Administrative Support Workers
Bachelor's or Advanced Degree	General Managers Operations Research Analysts Education Administrators Postsecondary Teachers Computer Occupations, All Other	Postsecondary Art, Drama, and Music Teachers Elementary School Teachers Postsecondary Foreign Language and Literature Teachers	Lawyers Computer and Information Systems Managers Statisticians



Source: Analysis of Burning Glass job posting data

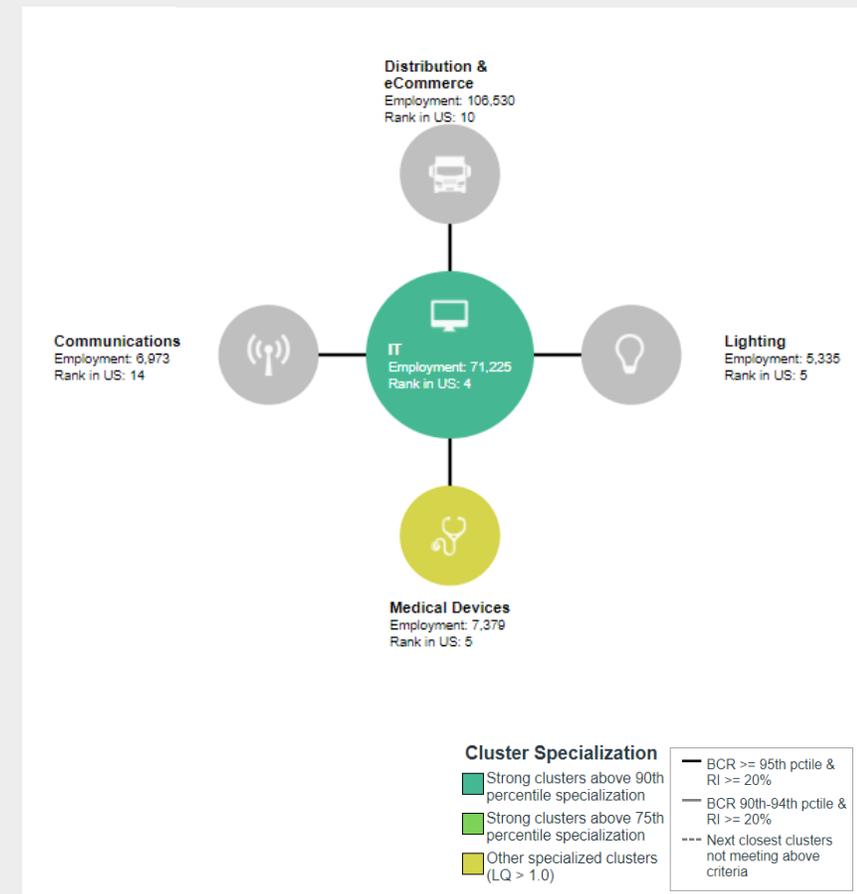
Source: U.S. Cluster Mapping <http://clustermapping.us/>

Key Occupations & Industry Linkages

Industry: Information Technology

Region: Boston, MA

	Occupations in Greatest Demand	Occupations with Fastest-Growing Demand	Occupations with Highest Predicted Salaries
No Postsecondary	<p>First-Line Supervisors of Retail Sales Workers</p> <p>Maintenance and Repair Workers</p> <p>Engineering Technicians</p> <p>Sales Representatives, Services</p> <p>Security Guards</p>	<p>Sales Representatives, Services</p> <p>First-Line Supervisors of Non-Retail Sales Workers</p> <p>Inspectors, Testers, Sorters, Samplers, and Weighers</p> <p>Production, Planning, and Expediting Clerks</p> <p>Engineering Technicians</p>	<p>First-Line Supervisors of Non-Retail Sales Workers</p> <p>Security Guards</p> <p>Sales Representatives, Services</p> <p>First-Line Supervisors of Retail Sales Workers</p> <p>Retail Salespersons</p>
Bachelor's or Advanced Degree	<p>Software Developers, Applications</p> <p>Computer Occupations, All Other</p> <p>Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products</p> <p>Marketing Managers</p> <p>General Managers</p>	<p>Electrical and Electronics Drafters</p> <p>Operations Research Analysts</p> <p>Business Operations Specialists, All Other</p> <p>Lawyers</p>	<p>Computer and Information Systems Managers</p> <p>General and Operations Managers</p> <p>Financial Managers</p> <p>Electronics Engineers</p> <p>Software Developers, Applications</p>



Source: Analysis of Burning Glass job posting data

Source: U.S. Cluster Mapping <http://clustermapping.us/>

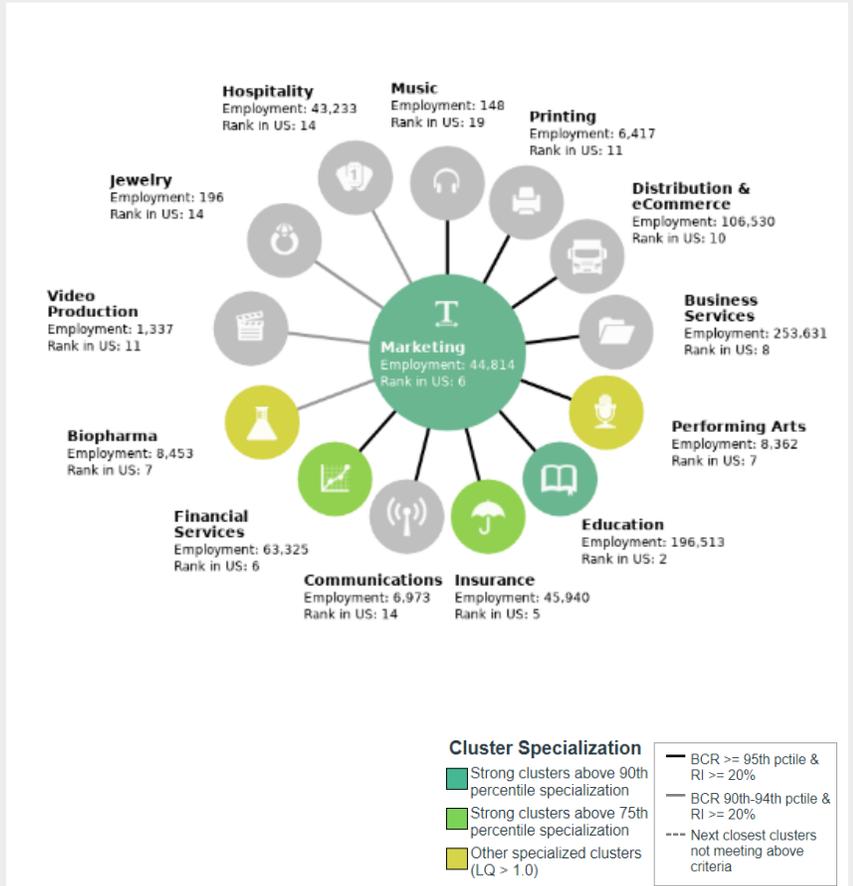
Key Occupations & Industry Linkages



Industry: Marketing & Design

Region: Boston, MA

	Occupations in Greatest Demand	Occupations with Fastest-Growing Demand	Occupations with Highest Predicted Salaries
No Postsecondary	Sales Representatives, Services First-Line Supervisors of Food Preparation and Serving Workers First-Line Supervisors of Retail Sales Workers	First-Line Supervisors of Retail Sales Workers First-Line Supervisors of Food Preparation and Serving Workers Payroll and Timekeeping Clerks	Sales Representatives, Services First-Line Supervisors of Retail Sales Workers
Bachelor's or Advanced Degree	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products Software Developers, Applications Marketing Managers Computer Occupations, All Other General Managers	Technical Writers Executive Secretaries and Executive Administrative Assistants Designers	Computer and Information Systems Managers Computer Programmers Computer and Information Research Scientists Computer Network Architects Software Developers, Applications



Source: Analysis of Burning Glass job posting data

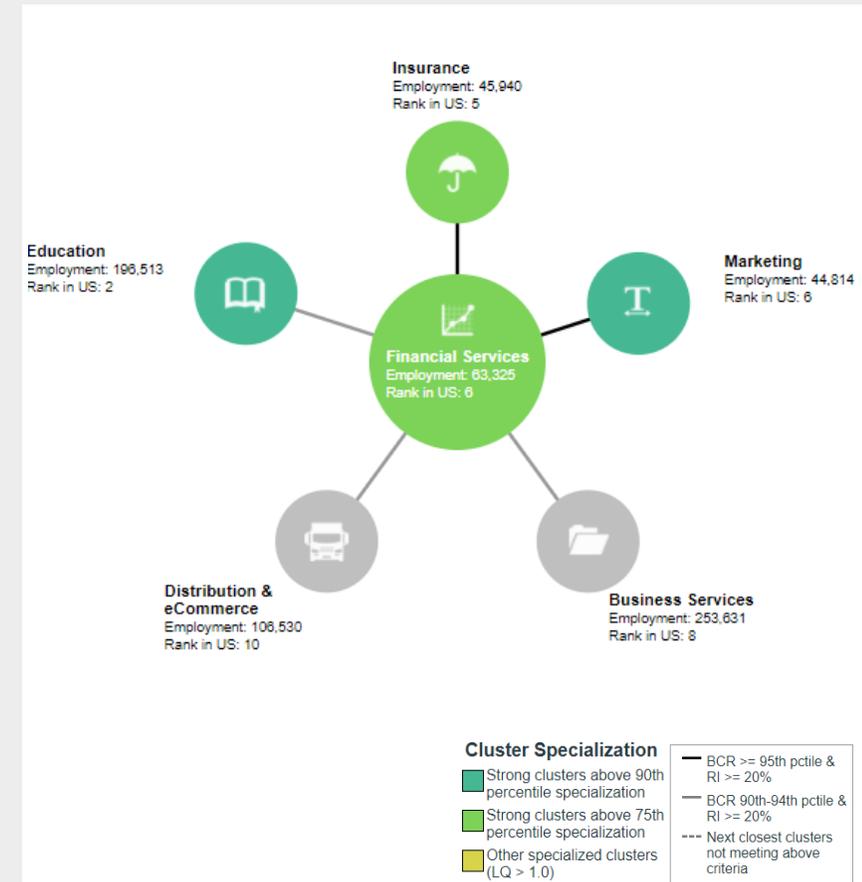
Source: U.S. Cluster Mapping <http://clustermapping.us/>

Key Occupations & Industry Linkages

Industry: **Financial Services**

Region: **Boston, MA**

	Occupations in Greatest Demand	Occupations with Fastest-Growing Demand	Occupations with Highest Predicted Salaries
No Postsecondary	Securities, Commodities, and Financial Services Sales Agents Loan Interviewers and Clerks Sales Representatives, Services Maintenance and Repair Workers Real Estate Sales Agents	Maintenance and Repair Workers Sales Representatives, Services Real Estate Sales Agents First-Line Supervisors of Mechanics, Installers, and Repairers Engineering Technicians	Sales Representatives, Services Securities, Commodities, and Financial Services Sales Agents First-Line Supervisors of Mechanics, Installers, and Repairers Loan Interviewers and Clerks
Bachelor's or Advanced Degree	Financial Analysts General and Operations Managers Software Developers, Applications Computer Occupations, All Other Financial Managers	Computer and Information Research Scientists Bookkeeping, Accounting, and Auditing Clerks Web Developers Executive Secretaries and Executive Administrative Assistants	Chief Executives General and Operations Managers Computer and Information Systems Managers Computer and Information Research Scientists



Source: Analysis of Burning Glass job posting data

Source: U.S. Cluster Mapping <http://clustermapping.us/>

Key Occupations & Industry Linkages

Industry: **Insurance**

Region: **Boston, MA**

	Occupations in Greatest Demand	Occupations with Fastest-Growing Demand	Occupations with Highest Predicted Salaries
No Postsecondary	Insurance Sales Agents Securities, Commodities, and Financial Services Sales Agents Insurance Claims and Policy Processing Clerks Medical Records and Health Information Technicians Sales Representatives, Services	First-Line Supervisors of Mechanics, Installers, and Repairers Property, Real Estate, and Community Association Managers First-Line Supervisors of Retail Sales Workers Insurance Appraisers, Auto Damage	Office and Administrative Support Workers First-Line Supervisors of Non-Retail Sales Workers Medical Records and Health Information Technicians Inspectors, Testers, Sorters, Samplers, and Weighers Sales Representatives, Services
Bachelor's or Advanced Degree	Computer Occupations, All Other General Managers Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products Software Developers, Applications Management Analysts	Private Detectives and Investigators Computer and Information Research Scientists Loan Officers Computer Network Support Specialists Cost Estimators	Computer and Information Systems Managers Medical and Health Services Managers Computer and Information Research Scientists Lawyers Computer Network Architects



Source: Analysis of Burning Glass job posting data

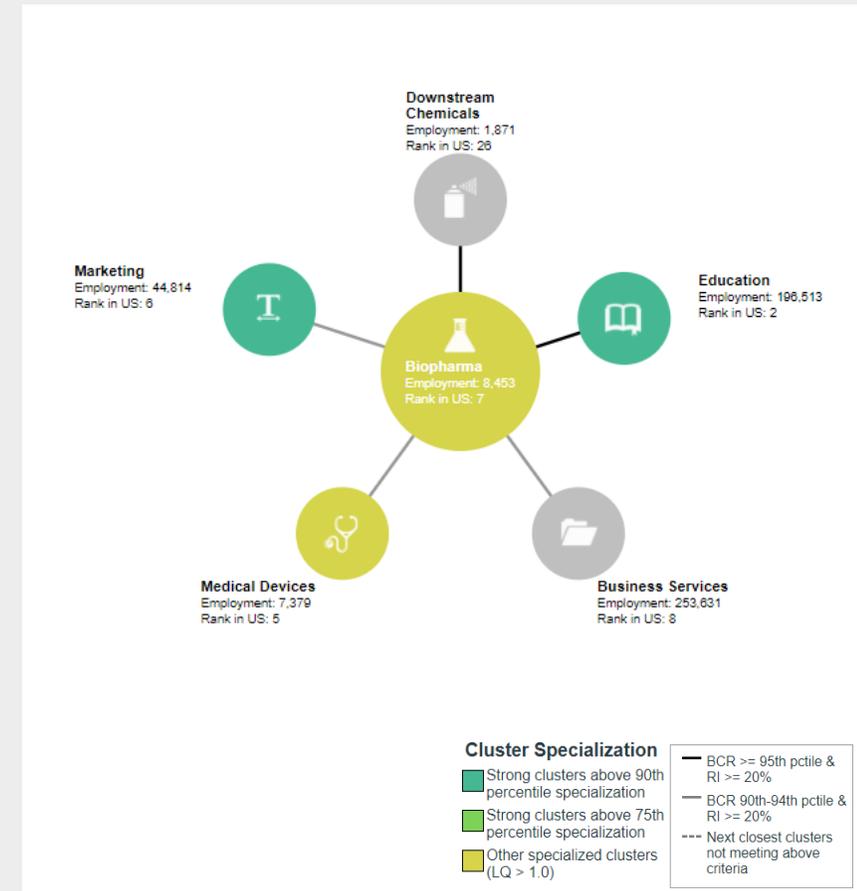
Source: U.S. Cluster Mapping <http://clustermapping.us/>

Key Occupations & Industry Linkages

Industry: **Biopharmaceuticals**

Region: **Boston, MA**

	Occupations in Greatest Demand	Occupations with Fastest-Growing Demand	Occupations with Highest Predicted Salaries
No Postsecondary	<p>Engineering Technicians</p> <p>Secretaries and Administrative Assistants, Except Legal, Medical, and Executive</p> <p>Inspectors, Testers, Sorters, Samplers, and Weighers</p> <p>First-Line Supervisors of Production and Operating Workers</p> <p>Medical Records and Health Information Technicians</p>	<p>Medical Records and Health Information Technicians</p> <p>Engineering Technicians</p> <p>Sales Representatives, Services</p> <p>Secretaries and Administrative Assistants, Except Legal, Medical, and Executive</p> <p>Production, Planning, and Expediting Clerks</p>	<p>First-Line Supervisors of Production and Operating Workers</p> <p>Medical Records and Health Information Technicians</p> <p>Inspectors, Testers, Sorters, Samplers, and Weighers</p> <p>Production, Planning, and Expediting Clerks</p> <p>Sales Representatives, Services</p>
Bachelor's or Advanced Degree	<p>General Managers</p> <p>Operations Research Analysts</p> <p>Medical Scientists</p> <p>Medical and Health Services Managers</p> <p>Natural Sciences Managers</p>	<p>Computer and Information Research Scientists</p> <p>Biological Technicians</p> <p>Public Relations Specialists</p> <p>Market Research Analysts and Marketing Specialists</p> <p>Accountants and Auditors</p>	<p>Lawyers</p> <p>Chief Executives</p> <p>Financial Specialists</p> <p>Computer and Information Systems Managers</p>



Source: Analysis of Burning Glass job posting data

Source: U.S. Cluster Mapping <http://clustermapping.us/>

Key Occupations Profile

Key Occupation: **Software Developer, Applications**

Region: **Boston, MA**

158,007
Job Postings in Region
2015-2019, across all industries



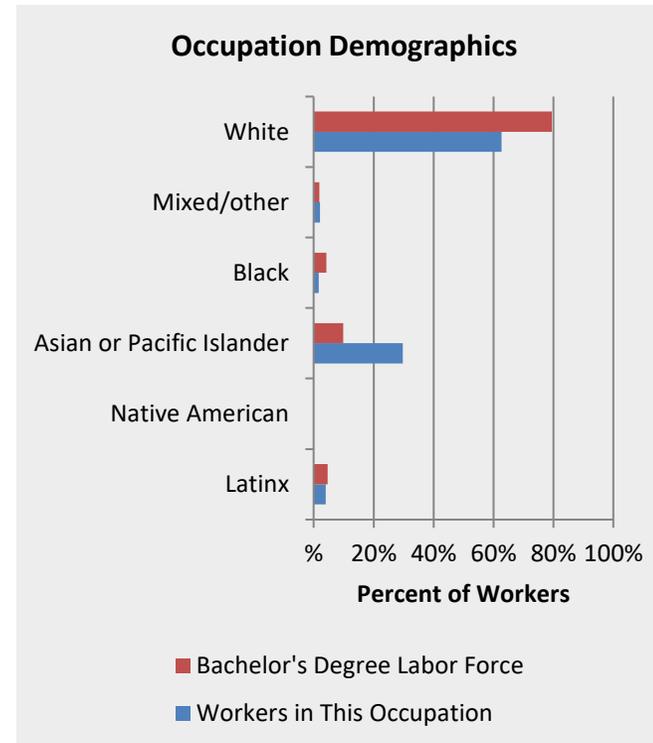
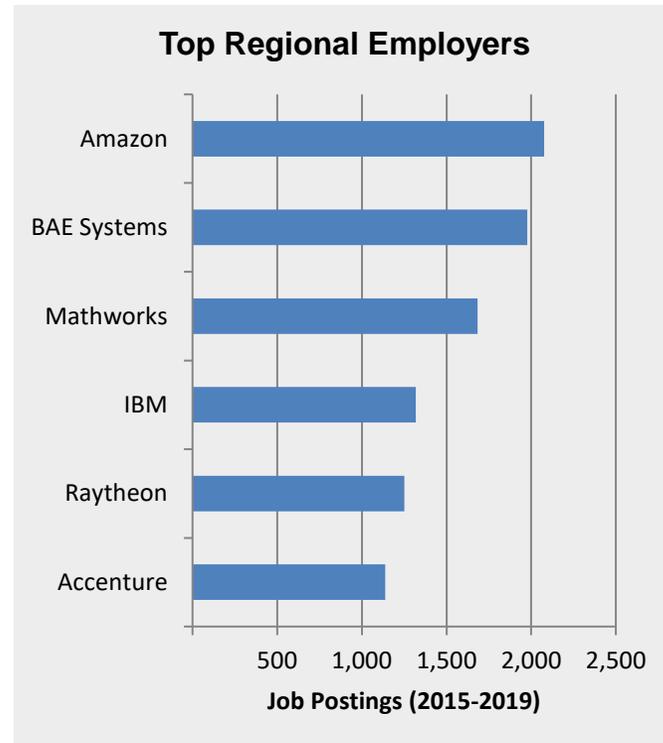
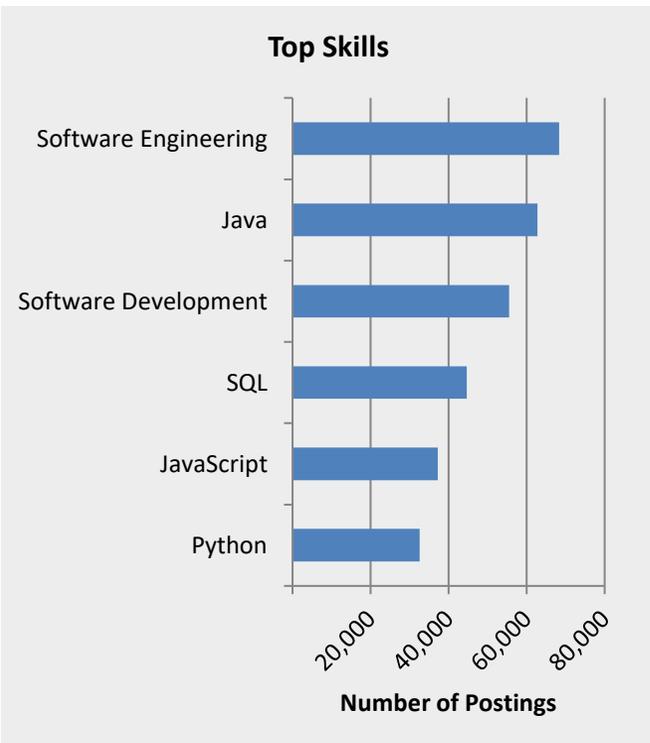
\$104,232
Advertised Salary
Salary modeled from job postings for this occupation

+16%
Projected Growth
Estimated growth in employment, 2020-2030

46%
Entry Level
Percent of job postings calling for 0-2 years of experience or not specifying

97%
BA+ Level
Percent of job postings calling for a BA or higher

58%
Within Key Industries
Percent of demand for this occupation that falls within target industries



This occupation is most important to the following industries:
 Business Services
 Information Technology*
 Education*
 Financial Services*
 * Denotes a key industry in this region

Key Occupations Profile

Key Occupation: Web Developer

Region: Boston, MA

35,734

Job Postings in Region
2015-2019, across all industries



\$93,786

Advertised Salary
Salary modeled from job postings for this occupation

+6%

Projected Growth
Estimated growth in employment, 2020-2030

49%

Entry Level
Percent of job postings calling for 0-2 years of experience or not specifying

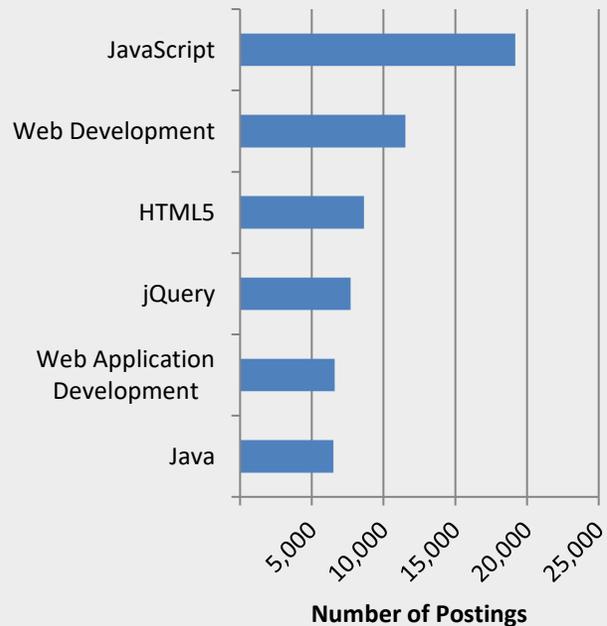
97%

BA+ Level
Percent of job postings calling for a BA or higher

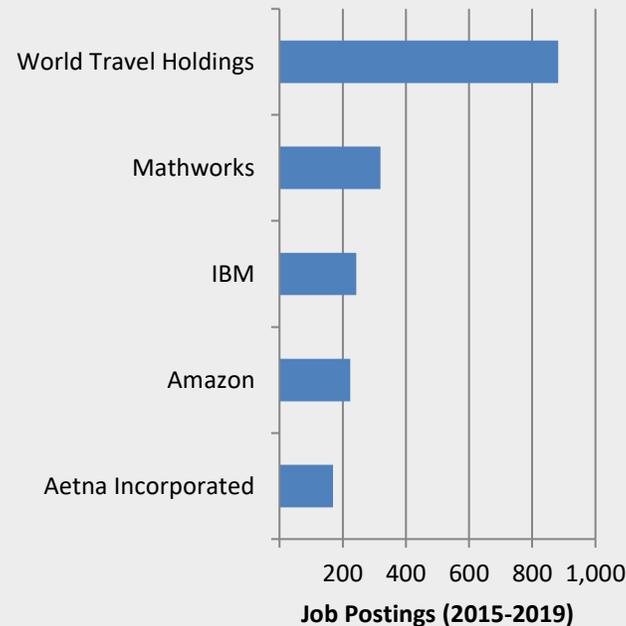
53%

Within Key Industries
Percent of demand for this occupation that falls within the target industry

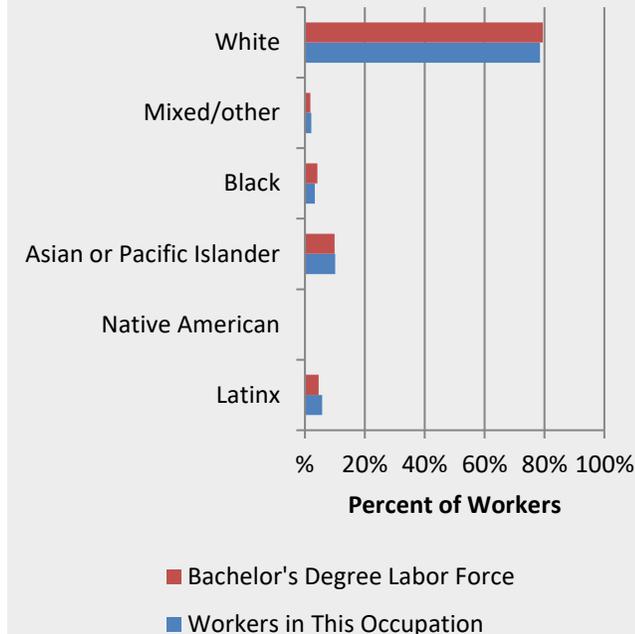
Top Skills



Top Regional Employers



Occupation Demographics



This occupation is most important to the following industries:

- Hospitality & Tourism
- Marketing*
- Business Services
- Insurance Services*

* Denotes a key industry in this region

Key Occupations Profile

Key Occupation: Computer and Information Research Scientist

Region: Boston, MA

8,633
Job Postings in Region
2015-2019, across all industries



\$110,808
Advertised Salary
Salary modeled from job postings for this occupation

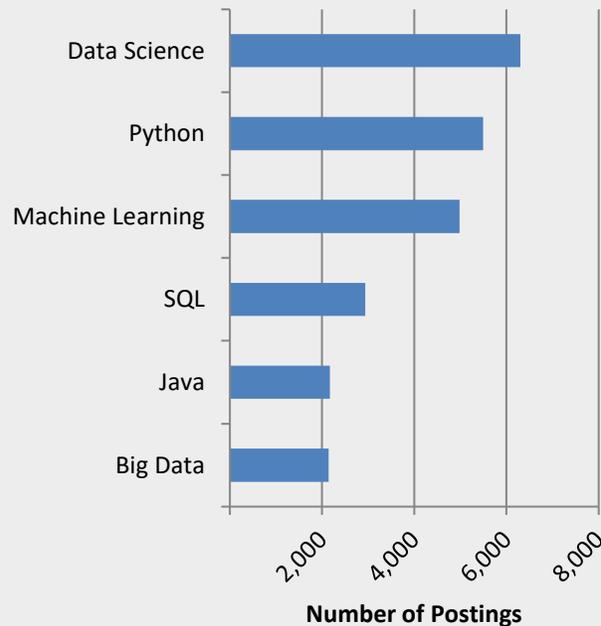
+9%
Projected Growth
Estimated growth in employment, 2020-2030

53%
Entry Level
Percent of job postings calling for 0-2 years of experience or not specifying

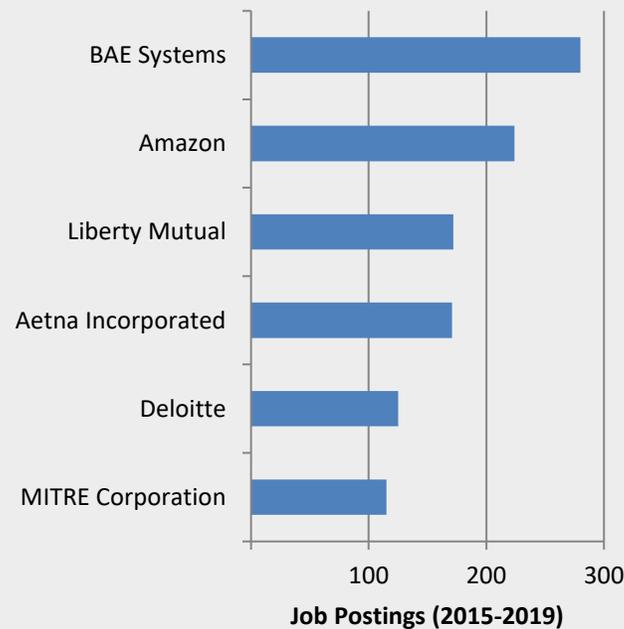
>99%
BA+ Level
Percent of job postings calling for a BA or higher

64%
Within Key Industries
Percent of demand for this occupation that falls within the target industry

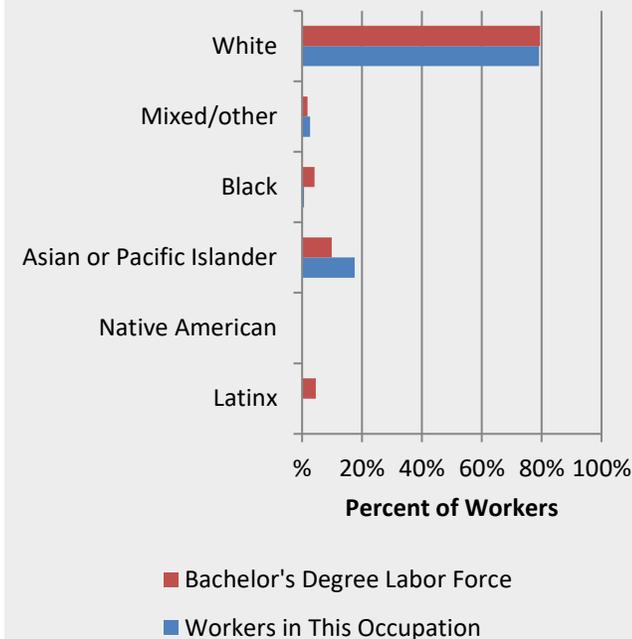
Top Skills



Top Regional Employers



Occupation Demographics



This occupation is most important to the following industries:

- Education*
- Business Services
- Insurance*
- Biopharmaceuticals*

* Denotes a key industry in this region

Key Occupations Profile

Key Occupation: Information Security Analysts

Region: Boston, MA

18,372

Job Postings in Region
2015-2019, across all industries

\$97,554

Advertised Salary
Salary modeled from job postings for this occupation

+17%

Projected Growth
Estimated growth in employment, 2020-2030

45%

Entry Level
Percent of job postings calling for 0-2 years of experience or not specifying

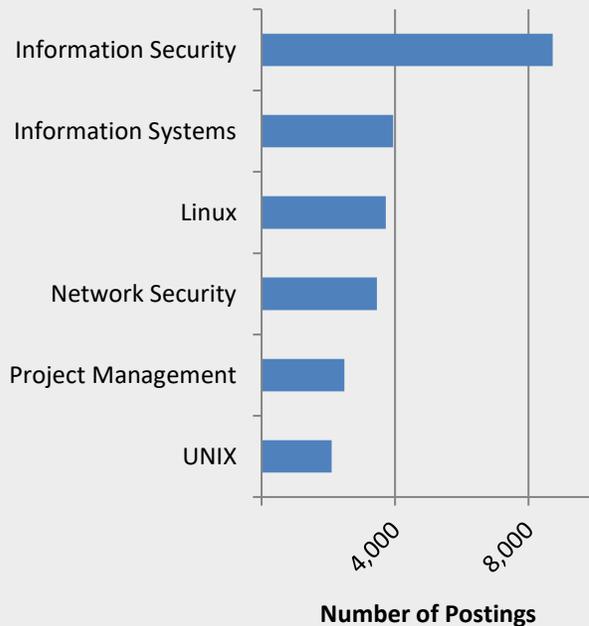
93%

BA+ Level
Percent of job postings calling for a BA or higher

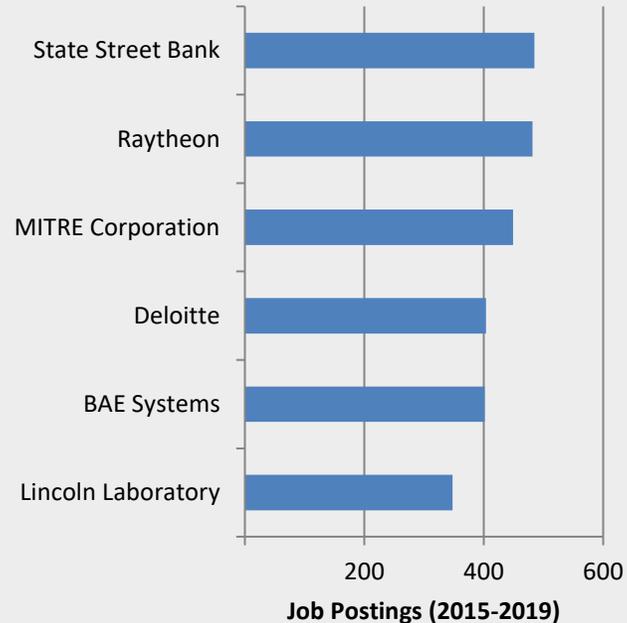
49%

Within Key Industries
Percent of demand for this occupation that falls within the target industry

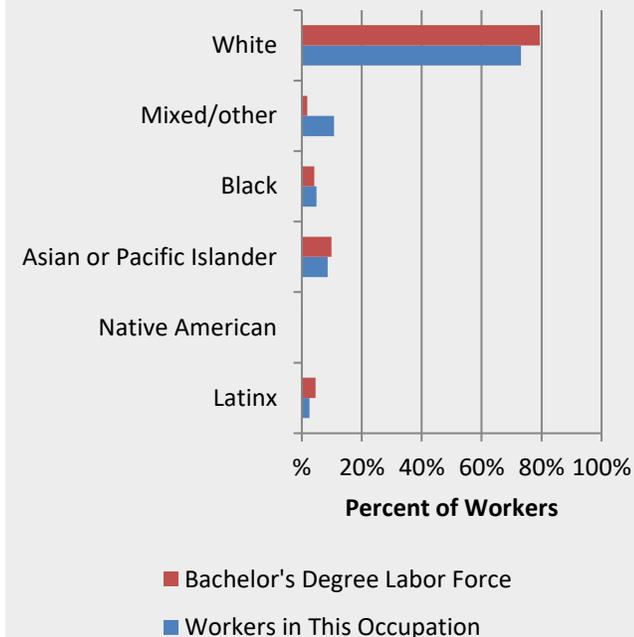
Top Skills



Top Regional Employers



Occupation Demographics



This occupation is most important to the following industries:

- Business Services
- Financial Services*
- Education*
- Information Technology*

* Denotes a key industry in this region

Key Occupations Profile

Key Occupation: Medical Records and Health Information Technicians

Region: Boston, MA

14,225

Job Postings in Region
2015-2019, across all industries



\$57,713

Advertised Salary
Salary modeled from job postings for this occupation



+5%

Projected Growth
Estimated growth in employment, 2020-2030



66%

Entry Level
Percent of job postings calling for 0-2 years of experience or not specifying



53%

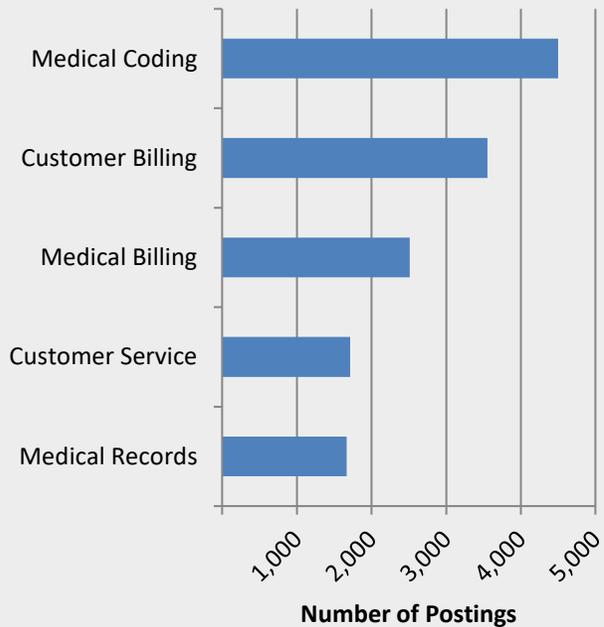
BA+ Level
Percent of job postings calling for a BA or higher



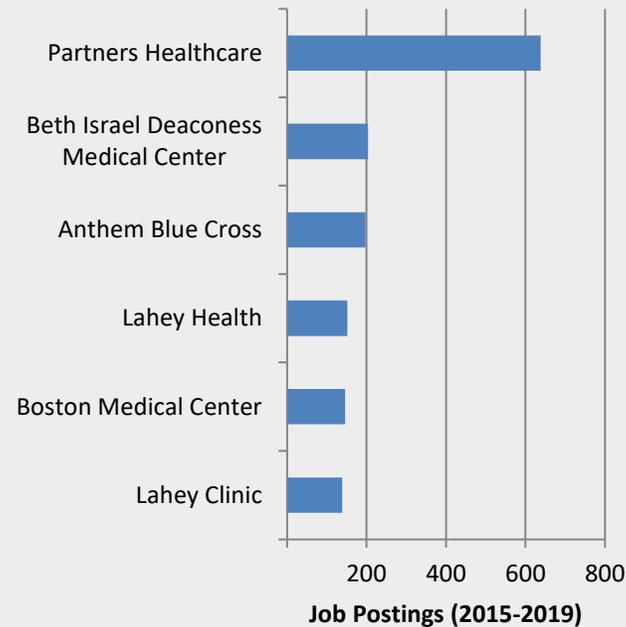
33%

Within Key Industries
Percent of demand for this occupation that falls within the target industry

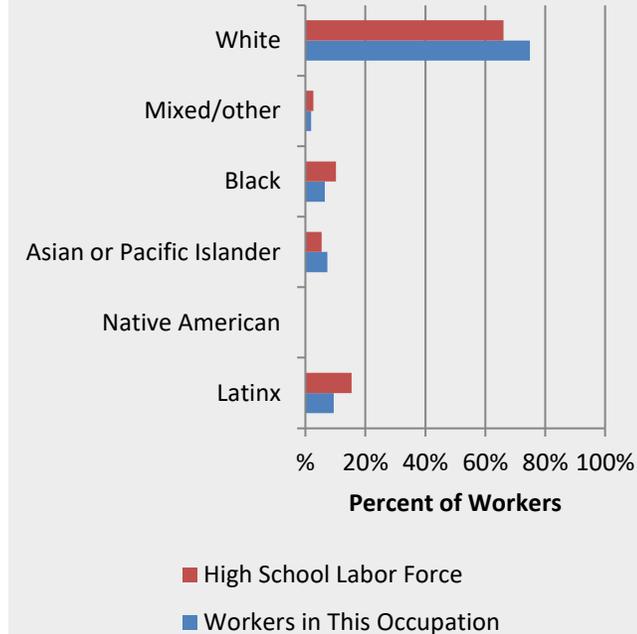
Top Skills



Top Regional Employers



Occupation Demographics



This occupation is most important to the following industries:

- Local Health Services
- Insurance*
- Education*
- Biopharmaceuticals*

* Denotes a key industry in this region

Key Occupations Profile

Key Occupation: Securities, Commodities, and Financial Services Sales Agents

Region: Boston, MA

14,720

Job Postings in Region
2015-2019, across all industries



\$44,779

Advertised Salary
Salary modeled from job postings for this occupation

+1%

Projected Growth
Estimated growth in employment, 2020-2030

87%

Entry Level
Percent of job postings calling for 0-2 years of experience or not specifying

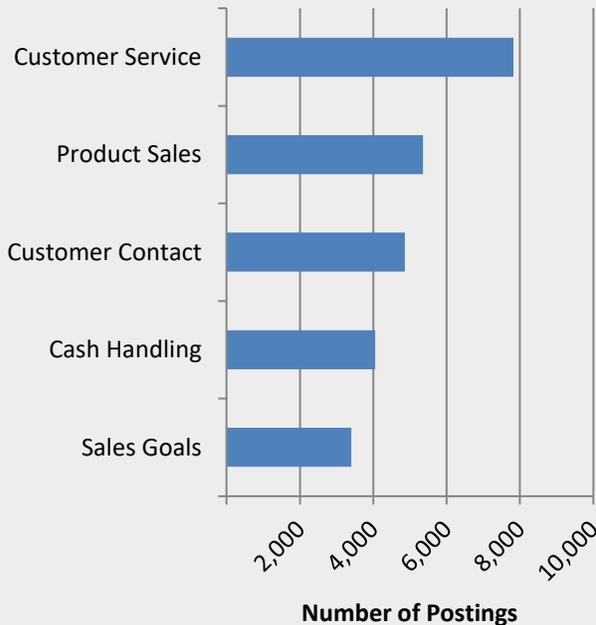
39%

BA+ Level
Percent of job postings calling for a BA or higher

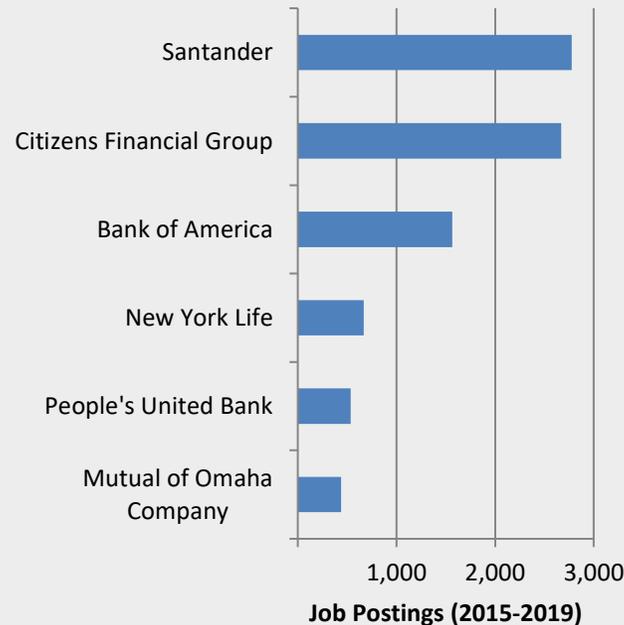
34%

Within Key Industries
Percent of demand for this occupation that falls within the target industry

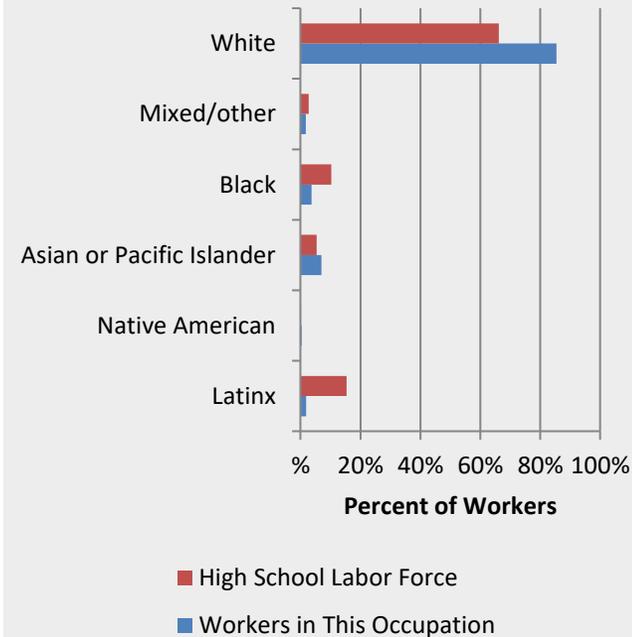
Top Skills



Top Regional Employers



Occupation Demographics



This occupation is most important to the following industries:

- Local Financial Services
- Financial Services*
- Insurance*
- Business Services

* Denotes a key industry in this region