

# Southern Middle Tennessee

(Bedford, Coffee, Franklin, Giles, Hickman, Lawrence, Lewis, Lincoln, Marshall, Maury, Moore, Perry, and Wayne Counties)



## In Demand Occupations to 2026

### Personal Skills and Abilities

- advanced skills required
- moderate skills required
- A artistic/creative ability required

| Job Title   | 2016-2026 Average Annual Openings | 2018 Median Salary | Personal Skills: Reading (English) | Math Skills | Service Orientation | Persuasion Skills | Science Skills | Computer Programming Skills | Repairing Skills | Artist/Creative Ability |
|---|-----------------------------------|--------------------|------------------------------------|-------------|---------------------|-------------------|----------------|-----------------------------|------------------|-------------------------|
| <b>Doctoral or professional degree</b>  |                                   |                    |                                    |             |                     |                   |                |                             |                  |                         |
| Pharmacists   | 20                                | \$130,462          | ●                                  | ●           | ●                   | ●                 | ●              |                             |                  |                         |
| <b>Master's degree</b>  |                                   |                    |                                    |             |                     |                   |                |                             |                  |                         |
| Nurse Practitioners   | 35                                | \$96,321           | ●                                  | ○           | ●                   | ●                 | ●              |                             |                  |                         |
| Education Administrators, Elementary and Secondary School                             | 35                                | \$73,756           | ●                                  | ●           | ●                   | ●                 |                |                             |                  |                         |
| Education Administrators, Postsecondary   | 25                                | \$79,381           | ●                                  | ○           | ●                   | ○                 | ○              |                             |                  | A                       |
| Educational, Guidance, School, and Vocational Counselors                              | 25                                | \$47,065           | ●                                  | ○           | ●                   | ●                 |                |                             |                  | A                       |
| Healthcare Social Workers   | 20                                | \$48,102           | ●                                  | ○           | ●                   | ●                 | ○              |                             |                  |                         |
| Instructional Coordinators  | 20                                | 65279              | ●                                  | ○           | ●                   | ●                 |                |                             |                  | A                       |
| <b>Bachelor's degree</b>  |                                   |                    |                                    |             |                     |                   |                |                             |                  |                         |
| Elementary School Teachers, Except Special Education                                  | 170                               | \$47,606           | ●                                  | ○           | ●                   | ●                 | ○              |                             |                  | A                       |
| Registered Nurses   | 150                               | \$58,051           | ●                                  | ○           | ●                   | ●                 | ○              |                             |                  |                         |
| Industrial Engineers  | 100                               | \$82,262           | ●                                  | ●           | ○                   | ○                 |                |                             |                  | A                       |
| Secondary School Teachers, Except Special and Career/Technical Education              | 90                                | \$47,672           | ●                                  | ○           | ●                   | ●                 | ○              |                             |                  | A                       |
| Clergy  | 75                                | \$45,034           | ●                                  | ○           | ●                   | ●                 |                |                             |                  | A                       |
| Middle School Teachers, Except Special and Career/Technical Education                 | 70                                | \$46,694           | ●                                  | ●           | ●                   | ●                 |                |                             |                  | A                       |
| Mechanical Engineers  | 70                                | \$74,310           | ●                                  | ●           | ●                   | ●                 | ●              | ○                           |                  | A                       |
| Industrial Production Managers  | 65                                | \$86,760           | ●                                  | ●           | ○                   | ●                 |                |                             |                  |                         |
| Accountants and Auditors  | 60                                | \$58,597           | ●                                  | ●           | ●                   | ●                 |                |                             |                  |                         |
| Financial Managers  | 45                                | \$79,777           | ●                                  | ●           | ●                   | ●                 |                |                             |                  |                         |
| Medical and Health Services Managers  | 45                                | \$77,459           | ●                                  | ○           | ●                   | ●                 | ○              |                             |                  |                         |
| Human Resources Specialists   | 45                                | \$48,681           | ●                                  | ○           | ●                   | ○                 |                |                             |                  | A                       |
| Loan Officers   | 45                                | \$52,630           | ●                                  | ●           | ●                   | ○                 |                |                             |                  |                         |
| Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products | 40                                | \$69,769           | ●                                  | ○           | ●                   | ●                 |                |                             |                  | A                       |
| Child, Family, and School Social Workers  | 35                                | \$43,592           | ●                                  | ○           | ●                   | ●                 | ○              |                             |                  | A                       |

✓ Jobs in Demand

✓ Positive Job Growth

✓ At least 15 expected annual job openings

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| Job Title   | 2016-2026 Average Annual Openings | 2018 Median Salary | Personal Skills: Reading (English) | Math Skills | Service Orientation | Persuasion Skills | Science Skills | Computer Programming Skills | Repairing Skills | Artist/Creative Ability |   |  |                       |
|---|-----------------------------------|--------------------|------------------------------------|-------------|---------------------|-------------------|----------------|-----------------------------|------------------|-------------------------|---|--|-----------------------|
| <b>Bachelor's degree continued</b>                                    |                                   |                    |                                    |             |                     |                   |                |                             |                  |                         |   |  |                       |
| Kindergarten Teachers, Except Special Education                       | 35                                | \$45,818           | ●                                  | ○           | ●                   | ●                 |                |                             |                  |                         | A | ✓ Jobs in Demand                           |                       |
| Appraisers and Assessors of Real Estate                               | 35                                | \$37,381           | ●                                  | ●           | ●                   | ●                 |                |                             |                  |                         |   |  |                       |
| Sales Managers  | 30                                | \$89,721           | ●                                  | ●           | ●                   | ●                 |                |                             |                  |                         |   |  |                       |
| Market Research Analysts & Marketing Specialists                      | 25                                | \$49,963           | ●                                  | ●           | ○                   | ●                 | ○              | ○                           |                  |                         |   |  |                       |
| Management Analysts   | 25                                | \$74,961           | ●                                  | ●           | ●                   | ●                 |                |                             |                  |                         |   |  |                       |
| Special Education Teachers, Kindergarten and Elementary School        | 25                                | \$47,982           | ●                                  | ○           | ●                   | ●                 |                |                             |                  |                         | A |  |                       |
| Administrative Services Managers                                      | 20                                | \$64,494           | ●                                  | ○           | ●                   | ●                 |                |                             |                  |                         |   |  | ✓ Positive Job Growth |
| Network and Computer Systems Administrators                           | 20                                | \$68,176           | ●                                  | ○           | ●                   | ○                 | ○              | ●                           | ●                |                         |   |  |                       |
| Career/Technical Education Teachers, Secondary School                 | 20                                | \$52,596           | ●                                  | ○           | ●                   | ●                 |                |                             |                  |                         | A |  |                       |
| Architectural and Engineering Managers                                | 20                                | \$114,343          | ●                                  | ●           | ●                   | ●                 | ○              | ○                           |                  |                         |   |  |                       |
| Human Resources Managers  | 15                                | \$77,410           | ●                                  | ○           | ●                   | ●                 |                |                             |                  |                         |   |  |                       |
| Computer Systems Analysts   | 10                                | \$71,171           | ●                                  | ●           | ○                   | ○                 | ○              | ●                           |                  |                         |   |  |                       |
| <b>Associate's degree</b>   |                                   |                    |                                    |             |                     |                   |                |                             |                  |                         |   |  |                       |
| Industrial Engineering Technicians                                    | 25                                | \$43,888           | ●                                  | ●           | ○                   | ○                 | ○              |                             | ○                |                         |   | ✓ At least 15 expected annual job openings |                       |
| Electrical and Electronics Engineering Technicians                    | 25                                | \$56,835           | ●                                  | ●           | ○                   | ○                 | ○              | ○                           | ●                |                         |   |  |                       |
| Paralegals and Legal Assistants                                       | 20                                | \$45,252           | ●                                  |             | ●                   | ○                 |                |                             |                  |                         |   |  |                       |
| Physical Therapist Assistants   | 20                                | \$66,176           | ●                                  | ○           | ●                   | ○                 | ○              |                             |                  |                         |   |  |                       |
| Mechanical Engineering Technicians                                    | 20                                | \$50,695           | ●                                  | ●           | ○                   | ○                 | ○              | ○                           | ○                |                         | A |  |                       |
| <b>Postsecondary non-degree award</b>                                 |                                   |                    |                                    |             |                     |                   |                |                             |                  |                         |   |  |                       |
| Licensed Practical and Licensed Vocational Nurses                     | 145                               | \$39,499           | ●                                  | ○           | ●                   | ●                 | ○              |                             |                  |                         |   |  |                       |
| Dental Assistants   | 50                                | \$36,265           | ●                                  | ○           | ●                   | ○                 | ○              |                             |                  |                         |   |  |                       |
| Heating, Air Conditioning, and Refrigeration Mechanics and Installers | 35                                | \$36,486           | ●                                  | ○           | ○                   | ○                 | ○              |                             | ●                |                         |   |  |                       |

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| <b>High school diploma or equivalent</b>                             |                                   |                    |                                    |             |                     |                   |                |                             |                  |                         |
| Forging Machine Setters, Operators, and Tenders, Metal and Plastic   | 190                               | \$59,274           | ●                                  | ○           | ○                   | ○                 |                |                             | ○                |                         |
| First-Line Supervisors of Office and Administrative Support Workers  | 160                               | \$45,829           | ●                                  | ○           | ●                   | ●                 |                |                             |                  |                         |
| First-Line Supervisors of Production and Operating Workers           | 160                               | \$56,082           | ●                                  | ○           | ○                   | ●                 |                |                             | ○                |                         |
| Electricians   | 95                                | \$67,998           | ●                                  | ●           | ○                   | ○                 | ○              |                             | ●                |                         |
| Production, Planning, and Expediting Clerks                          | 90                                | \$42,009           | ●                                  | ○           | ○                   | ○                 |                |                             |                  |                         |
| Machinists   | 85                                | \$47,740           | ●                                  | ○           | ○                   | ○                 |                |                             | ○                |                         |
| First-Line Supervisors, Mechanics, Installers, Repairers             | 70                                | \$54,658           | ●                                  | ●           | ●                   | ●                 |                |                             | ●                |                         |
| Police and Sheriff's Patrol Officers                                 | 65                                | \$38,077           | ●                                  | ○           | ●                   | ●                 |                |                             |                  |                         |
| Industrial Machinery Mechanics                                       | 60                                | \$49,410           | ○                                  | ○           | ○                   | ○                 | ○              | ○                           | ●                |                         |
| Plumbers, Pipefitters, and Steamfitters                              | 60                                | \$43,139           | ●                                  | ○           | ●                   | ○                 |                |                             | ●                |                         |
| First-Line Supervisors of Non-Retail Sales Workers                   | 45                                | \$59,686           | ●                                  | ●           | ●                   | ●                 |                |                             |                  |                         |
| First-Line Supervisors of Construction Trades and Extraction Workers | 35                                | \$51,416           | ●                                  | ○           | ●                   | ●                 | ○              |                             | ○                |                         |
| Insurance Sales Agents   | 30                                | \$46,078           | ●                                  | ●           | ●                   | ●                 |                |                             |                  |                         |
| Bus and Truck Mechanics and Diesel Engine Specialists                | 30                                | \$42,212           | ●                                  | ○           | ○                   | ○                 |                |                             | ●                |                         |
| Water and Wastewater Treatment Plant and System Operators            | 30                                | 38685              | ●                                  | ●           | ○                   | ○                 | ○              |                             | ●                |                         |
| Transportation, Storage, and Distribution Managers                   | 25                                | 64920              | ●                                  | ●           | ●                   | ●                 |                |                             |                  |                         |
| Electrical Power-Line Installers and Repairers                       | 25                                | \$71,256           | ●                                  | ○           | ○                   | ○                 |                |                             | ●                |                         |
| Computer-Controlled Machine Tool Operators, Metal and Plastic        | 20                                | \$38,774           | ●                                  | ○           | ○                   | ○                 | ○              | ○                           | ●                |                         |
| First-Line Supervisors of Police and Detectives                      | 20                                | \$50,126           | ●                                  | ○           | ●                   | ●                 |                |                             |                  |                         |

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| High school diploma or equivalent continued                    |                                   |                    |                                    |             |                     |                   |                |                             |                  |                         |
| Loan Interviewers and Clerks                                   | 20                                | \$39,003           | ●                                  | ●           | ●                   | ●                 |                |                             |                  |                         |
| Postal Service Mail Carriers                                   | 20                                | \$49,407           | ○                                  |             | ○                   | ○                 |                |                             |                  |                         |
| Operating Engineers and Other Construction Equipment Operators | 20                                | \$38,774           | ○                                  | ○           | ○                   | ○                 |                |                             | ○                |                         |

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For more information, please contact:  
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