

# Entrepreneurship/Small Business Management Occupation Report



CIP 52.1801

Cochise, Pima, SC




## Sales, Distribution, and Marketing Operations, General

CIP 2010: A program that focuses on the general process and techniques of direct wholesale and retail buying and selling operations and introduces individuals to related careers. Includes instruction in the principles of entrepreneurial economics, basic sales skills, the distribution channels for goods and services, and supervised practical application experiences. \* *Program Description – Settings*

## Occupation Gender Breakdown 2016

	Gender	Jobs	Percent
●	Males	10,075	51.9% 
●	Females	9,330	48.1% 

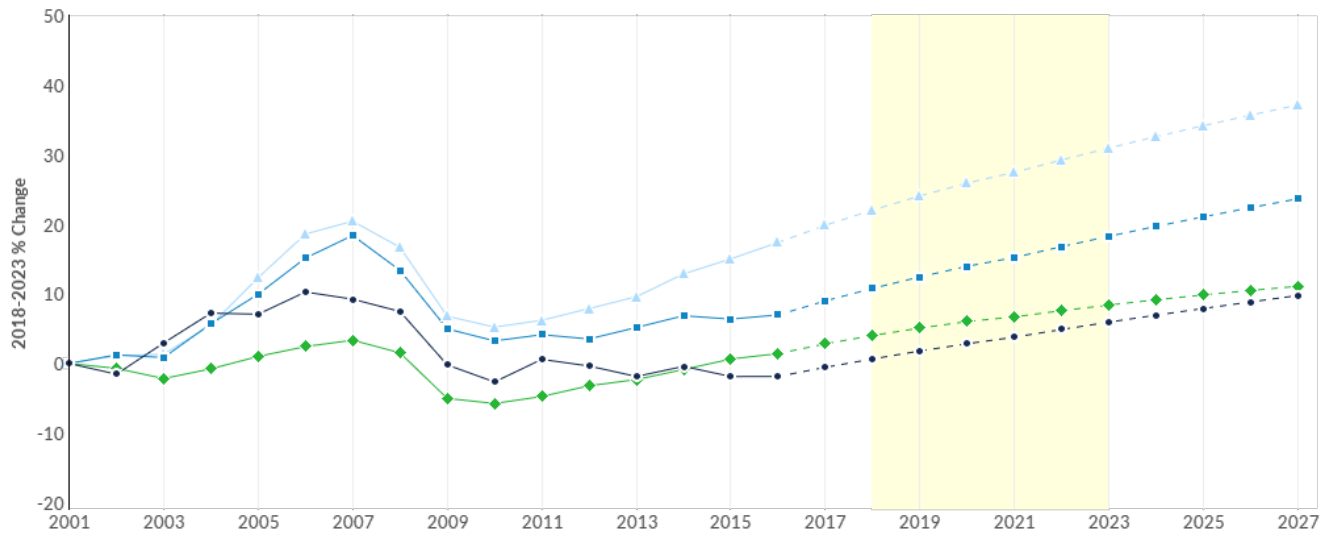
## Occupation Age Breakdown 2016

	Age	Jobs	Percent
●	14-18	467	2.4% 
●	19-24	3,659	18.9% 
●	25-34	4,021	20.7% 
●	35-44	3,081	15.9% 
●	45-54	3,271	16.9% 
●	55-64	3,210	16.5% 
●	65+	1,698	8.8% 

## Occupation Summary for CP 52.1801

<b>19,406</b> Jobs (2016) 3% below National average	<b>6.8%</b> % Change (2018-2023) Nation: 4.2%	<b>\$11.00/hr</b> Median Hourly Earnings Nation: \$12.95/hr
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# Occupation Change Summary



	Region	2018 Jobs	2023 Jobs	Change	% Change	Median Hourly Earnings
●	Cochise County, AZ	1,623	1,709	86	5%	\$10.77
●	Cochise, Pima, SC	20,097	21,456	1,359	7%	\$11.00
●	Arizona (AZ)	141,863	152,215	10,352	7%	\$12.05
●	United States	6,910,788	7,201,357	290,569	4%	\$12.95

SOC	Description	Typical Entry Level Education	Work Experience Required	Typical On-The-Job Training
13-1022	Wholesale and Retail Buyers, Except Farm Products	Bachelor's degree	None	Long-term on-the-job training
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	Bachelor's degree	None	Long-term on-the-job training
41-2031	Retail Salespersons	No formal educational credential	None	Short-term on-the-job training
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	High school diploma or equivalent	None	Moderate-term on-the-job training
41-9041	Telemarketers	No formal educational credential	None	Short-term on-the-job training

## Occupation Breakdown - 2018 Jobs

Occupation	Description	Cochise County, AZ	Cochise, Pima, SC	Arizona (AZ)	United States
41-2031	Retail Salespersons	1,248	13,878	96,310	4,731,995
13-1023	Telemarketers	135	2,483	14,591	227,704
41-9041	Purchasing Agents, Except Wholesale, Retail, and Farm Products	122	923	5,352	317,285
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	103	2,581	23,328	1,506,833
13-1022	Wholesale and Retail Buyers, Except Farm Products	15	233	2,282	126,972
	Total	1,623	20,097	141,863	6,910,788

## Occupation Breakdown - 2023 Jobs

Occupation	Description	Cochise County, AZ	Cochise, Pima, SC	Arizona (AZ)	United States
41-2031	Retail Salespersons	1,315	14,932	104,410	4,945,790
41-9041	Telemarketers	143	2,707	15,521	229,631
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	120	935	5,577	324,094
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	114	2,637	24,220	1,569,440
13-1022	Wholesale and Retail Buyers, Except Farm Products	17	244	2,488	132,402
	Total	1,709	21,456	152,215	7,201,357

## Occupation Breakdown - Change

Occupation	Description	Cochise County, AZ	Cochise, Pima, SC	Arizona (AZ)	United States
41-2031	Retail Salespersons	67	1,054	8,100	213,795
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	11	56	892	62,607
41-9041	Telemarketers	8	224	930	1,927
13-1022	Wholesale and Retail Buyers, Except Farm Products	2	11	206	5,430
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	-2	12	225	6,809
	Total	86	1,359	10,352	290,569

## Occupation Breakdown - Median Hourly Earnings

Occupation	Description	Cochise County, AZ	Cochise, Pima, SC	Arizona (AZ)	United States
13-1023	Purchasing Agents, Except Wholesale, Retail, and Farm Products	\$36.47	\$32.35	\$29.88	\$30.13
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	\$28.32	\$21.70	\$25.24	\$27.47
13-1022	Wholesale and Retail Buyers, Except Farm Products	\$25.27	\$21.76	\$24.25	\$25.65
41-9041	Telemarketers	\$10.85	\$9.81	\$12.03	\$11.69
41-2031	Retail Salespersons	\$10.08	\$10.41	\$10.75	\$11.02
	Total	\$13.45	\$13.00	\$14.26	\$15.77

## Top Industries – Change from 2018-2023

NAICS Code	Description	Cochise County, AZ	Cochise, Pima, SC	Arizona (AZ)	United States
452910	Warehouse Clubs and Supercenters	26	271	1,594	61,319
444110	Home Centers	12	49	426	17,963
561422	Telemarketing Bureaus and Other Contact Centers	8	245	990	3,180
452112	Discount Department Stores	-2	39	219	-5,296
901199	Federal Government, Civilian, Excluding Postal Service	-5	-2	-10	-1,989
	Total	40	603	3,220	75,177

Source: QCEW Employees, Non-QCEW Employees & Self-Employed - Emsi 2017.3 Class of Worker

### National Educational Attainment

Retail Salespersons (41-2031)

Education Level	2016 Percent
Less than high school diploma	6.6%
High school diploma or equivalent	29.0%
Some college, no degree	28.8%
Associate's degree	9.7%
Bachelor's degree	21.5%
Master's degree	3.7%
Doctoral or professional degree	0.7%

\* National Educational Attainment - Settings

### National Educational Attainment








Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)

Education Level	2016 Percent
Less than high school diploma	3.0%
High school diploma or equivalent	17.4%
Some college, no degree	23.4%
Associate's degree	8.2%
Bachelor's degree	40.5%
Master's degree	6.9%
Doctoral or professional degree	0.7%

\* National Educational Attainment - Settings

## National Educational Attainment








### Telemarketers (41-9041)

	Education Level	2016 Percent
●	Less than high school diploma	5.4% 
●	High school diploma or equivalent	30.9% 
●	Some college, no degree	33.0% 
●	Associate's degree	10.8% 
●	Bachelor's degree	16.5% 
●	Master's degree	2.9% 
●	Doctoral or professional degree	0.5% 

\* National Educational Attainment - Settings

## National Educational Attainment








### Purchasing Agents, Except Wholesale, Retail, and Farm Products (13-1023)

	Education Level	2016 Percent
●	Less than high school diploma	1.9% 
●	High school diploma or equivalent	18.0% 
●	Some college, no degree	25.7% 
●	Associate's degree	10.8% 
●	Bachelor's degree	33.4% 
●	Master's degree	9.7% 
●	Doctoral or professional degree	0.5% 

\* National Educational Attainment - Settings

## National Educational Attainment

### Wholesale and Retail Buyers, Except Farm Products (13-1022)

	Education Level	2016 Percent
●	Less than high school diploma	4.4% 
●	High school diploma or equivalent	23.8% 
●	Some college, no degree	26.8% 
●	Associate's degree	9.9% 
●	Bachelor's degree	30.7% 
●	Master's degree	4.1% 
●	Doctoral or professional degree	0.4% 

\* National Educational Attainment - Settings

# Appendix A - Data Sources and Calculations

## Location Quotient

Location quotient (LQ) is a way of quantifying how concentrated a particular industry, cluster, occupation, or demographic group is in a region as compared to the nation. It can reveal what makes a particular region unique in comparison to the national average.

## Occupation Data

EMSI occupation employment data are based on final EMSI industry data and final EMSI staffing patterns. Wage estimates are based on Occupational Employment Statistics (QCEW and Non-QCEW Employees classes of worker) and the American Community Survey (Self-Employed and Extended Proprietors). Occupational wage estimates also affected by county-level EMSI earnings by industry.

## Completers Data

The completers data in this report is taken directly from the national IPEDS database published by the U.S. Department of Education's National Center for Education Statistics.

## Institution Data

The institution data in this report is taken directly from the national IPEDS database published by the U.S. Department of Education's National Center for Education Statistics.

## Industry Data

EMSI industry data have various sources depending on the class of worker. (1) For QCEW Employees, EMSI primarily uses the QCEW (Quarterly Census of Employment and Wages), with supplemental estimates from County Business Patterns and Current Employment Statistics. (2) Non-QCEW employees data are based on a number of sources including QCEW, Current Employment Statistics, County Business Patterns, BEA State and Local Personal Income reports, the National Industry-Occupation Employment Matrix (NIOEM), the American Community Survey, and Railroad Retirement Board statistics. (3) Self-Employed and Extended Proprietor classes of worker data are primarily based on the American Community Survey, Nonemployer Statistics, and BEA State and Local Personal Income Reports. Projections for QCEW and Non-QCEW Employees are informed by NIOEM and long-term industry projections published by individual states.

## Staffing Patterns Data

The staffing pattern data in this report are compiled from several sources using a specialized process. For QCEW and Non-QCEW Employees classes of worker, sources include Occupational Employment Statistics, the National Industry-Occupation Employment Matrix, and the American Community Survey. For the Self-Employed and Extended Proprietors classes of worker, the primary source is the American Community Survey, with a small amount of information from Occupational Employment Statistics.

## State Data Sources

This report uses state data from the following agencies: Arizona Department of Administration, Office of Employment and Population Statistics