

| Job Title & Description | Entry Wage | Med. Wage | Exp. Wage | Holland Code | Education Required | Available Local Education |
|---|------------|-----------|-----------|--------------|--------------------|---|
| First-Line Supervisors of Production & Operating Workers Supervise and coordinate the activities of production and operating workers such as inspectors, precision workers, machine setters and operators, assemblers, fabricators, and plant and system operators. | \$40,910 | \$60,400 | \$74,610 | CRIE | Certificate | Butler Central FHSU PSU |
| Industrial Engineering Technologists and Technicians Apply engineering theory and principles to problems of industrial layout or manufacturing production, usually under the direction of engineering staff. | \$37,060 | \$50,670 | \$61,210 | CRIE | Associate's | Butler FHSU FHTC K-State NCCC PSU WSU |
| Industrial Machinery Mechanics Lubricate machinery, change parts or perform other routine machinery maintenance. | \$37,180 | \$50,670 | \$61,210 | CRI | Certificate | Butler FHSU FHTC PSU Washburn WSU Tech |
| Inspectors, Testers, Sorters, Samplers & Weighers Inspect, test, sort, sample, or weigh nonagricultural raw materials or processed, machined, fabricated, or assembled parts or products for defects, wear, and deviations from specifications. May use precision measuring instruments and complex test equipment. | \$29,910 | \$43,340 | \$54,970 | CRIE | Certificate | Central FHSU PSU SCCC WSU Tech |
| Machinists Set up and operate a variety of machine tools to produce precision parts and instruments. Includes precision instrument makers who fabricate, modify or repair mechanical instruments. | \$30,390 | \$40,960 | \$48,840 | CRI | Certificate | Coffeyville Cowley FHTC GCCC Hutch PSU Washburn WSU Tech |
| Mechanical Engineering Technicians Apply theory and principles of mechanical engineering to modify, develop and test machinery and equipment under direction of engineering staff or physical scientists. | \$35,020 | \$46,960 | \$57,910 | CRIA | Associate's | Benedictine Butler FHSU K-State PSU Washburn WSU |
| Millwrights Install, dismantle or move machinery and heavy equipment according to layout plans, blueprints or other drawings. | \$32,510 | \$46,360 | \$58,160 | CRI | Some College | PSU Washburn WSU Tech |
| Painting, Coating and Decorating Workers Operate or tend painting machines to paint surfaces of transportation equipment, such as automobiles, buses, trucks, trains, boats and airplanes. | \$28,220 | \$35,760 | \$42,290 | CRIA | Certificate | Central |

Marketing, Sales & Service

Planning, managing and performing marketing activities to reach organizational objectives.

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|---|------------|-----------|-----------|--------------|--------------------|--|
| Advertising & Promotions Managers Plan and direct advertising policies and programs or produce collateral materials such as posters, contests, coupons or giveaways to create extra interest in the purchase of a product or service. | \$60,900 | \$99,880 | \$144,310 | CAE | Bachelor's | Baker Benedictine Butler Central CCCC Colby Donnelly ESU FHSU GCCC K-State KWU Labette NCCC PSU Sterling Washburn WSU |

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| Advertising Sales Agents Sell or solicit advertising, including graphic art, advertising space in publications, custom-made signs or TV and radio advertising time. | \$29,890 | \$48,580 | \$65,430 | CAE | Some College | Benedictine Butler Central CCCC Colby Donnelly ESU FHSU GCCC K-State KWU Labette PSU Sterling Washburn WSU |
| Interior Designers Plan and furnish the interiors of private homes, public buildings and commercial establishments. | \$33,360 | \$52,630 | \$69,100 | RASE | Bachelor's | Colby FHSU JCCC K-State KU PSU Sterling WSU Tech |
| Marketing Managers Determine the demand for products and services offered by a firm and its competitors and identify potential customers. Develop pricing strategies with the goal of maximizing the firm's profits or shares. | \$78,990 | \$132,910 | \$178,670 | CASE | Bachelor's | Baker Benedictine Butler Colby Donnelly ESU FHSU GCCC JCCC K-State KU PSU Washburn WSU |
| Market Research Analysts & Marketing Specialists Research market conditions in local, regional or national areas to determine potential sales of a product or service. May gather information on competitors, prices, sales and methods of marketing. | \$34,900 | \$58,200 | \$82,230 | CIE | Bachelor's | Baker Butler Central Colby Donnelly ESU FHSU GCCC K-State KU KWU PSU Washburn WSU |
| Property, Real Estate & Community Associations Managers Plan, direct or coordinate selling, buying, leasing or governance activities of commercial, industrial or residential real estate properties. | \$27,630 | \$42,930 | \$63,560 | CRSE | Bachelor's | Central Donnelly FHSU GCCC KWU PSU Washburn WSU |
| Real Estate Sales Agents Help clients buy and/or sell real property; show properties and negotiate with buyers, sellers and other agents on real estate transactions. Execute legal contracts to complete the sale of real estate transactions. A REALTOR® is the trademarked term for a real estate agent in Kansas who is member of the Kansas Association of REALTORS® and commits to a high standard of professionalism and ethics. | \$21,290 | \$38,800 | \$65,380 | CRSE | H.S. Diploma | Central FHSU KAR KWU NCCC PSU Washburn WSU |
| Sales Managers Direct the actual distribution or movement of a product or service to the customer. Coordinate sales distribution by establishing sales territories, quotas and goals, as well as establishing training programs for sales representatives. | \$75,920 | \$125,380 | \$178,590 | CRSE | Bachelor's | Butler Central CCCC Donnelly ESU FHSU K-State KWU Labette PSU Washburn WSU |
| Sales Representatives, Wholesale & Manufacturing (Except Technical & Scientific Products) Sell goods for wholesalers or manufacturers to businesses, government agencies and other organizations. Contact customers, explain product features, answer any questions that their customers might have and negotiate prices. | \$36,880 | \$61,500 | \$90,380 | CRSE | Bachelor's | Benedictine Butler Central CCCC Donnelly ESU FHTC FHSU NCCC K-State KWU PSU Washburn WSU WSU Tech |
| Sales Representatives, Wholesale & Manufacturing (Technical & Scientific Products) Sell goods for wholesalers/manufacturers to businesses, government agencies and other organizations. Contact customers, explain product features, answer any questions the customers might have and negotiate prices. | \$43,920 | \$87,630 | \$111,100 | CRISE | Bachelor's | Benedictine Butler Central CCCC Donnelly ESU FHSU K-State KU KWU NCCC PSU Washburn WSU WSU Tech |