**KENTUCKY’S BUSINESS & IT SERVICES INDUSTRY**

**Operations Management Career Pathway**

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### SALES

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Average Annual Earnings</th>
<th>Minimum Education Required</th>
<th>Work Experience Required</th>
<th>On-the-Job Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cashiers</td>
<td>$19,645</td>
<td>High School Diploma/GED</td>
<td>Less than 5 years</td>
<td>None</td>
</tr>
<tr>
<td>Retail Salespeople</td>
<td>$25,065</td>
<td>High School Diploma/GED</td>
<td>Less than 5 years</td>
<td>On-the-Job Training: Short-term</td>
</tr>
</tbody>
</table>

### FINANCIAL MANAGEMENT

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Average Annual Earnings</th>
<th>Minimum Education Required</th>
<th>Work Experience Required</th>
<th>On-the-Job Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accountants &amp; Auditors</td>
<td>$55,048</td>
<td>Bachelor's Degree</td>
<td>Less than 5 years</td>
<td>None</td>
</tr>
<tr>
<td>Bookkeeping, Accounting, &amp; Auditing Clerks</td>
<td>$36,372</td>
<td>Bachelor’s Degree, Some College, no degree</td>
<td>None</td>
<td>On-the-Job Training: Moderate-term</td>
</tr>
<tr>
<td>Billing &amp; Posting Clerks</td>
<td>$34,049</td>
<td>High School Diploma/GED</td>
<td>None</td>
<td>On-the-Job Training: Moderate-term</td>
</tr>
</tbody>
</table>

### GENERAL MANAGEMENT

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Average Annual Earnings</th>
<th>Minimum Education Required</th>
<th>Work Experience Required</th>
<th>On-the-Job Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>General &amp; Operations Managers</td>
<td>$94,157</td>
<td>Bachelor’s Degree</td>
<td>5 years or more</td>
<td>None</td>
</tr>
<tr>
<td>Management Analysts</td>
<td>$80,530</td>
<td>Bachelor’s Degree</td>
<td>Less than 5 years</td>
<td>None</td>
</tr>
<tr>
<td>Office Clerks, General</td>
<td>$26,065</td>
<td>High School Diploma/GED</td>
<td>Less than 5 years</td>
<td>On-the-Job Training: Short-term</td>
</tr>
<tr>
<td>Receptionists &amp; Information Clerks</td>
<td>$26,522</td>
<td>High School Diploma/GED</td>
<td>Less than 5 years</td>
<td>On-the-Job Training: Short-term</td>
</tr>
</tbody>
</table>

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**General & Operations Managers**

- **Entry-Level Occupations**
  - General Management
  - Operations Management Career Pathway

**Kentucky’s Business & IT Services Industry**

- **Operations Management**
  - This occupational category includes several different Sales Representative occupations, which may differ slightly in their minimum requirements for entry.

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**SALES**

- **Cashiers**
  - Minimum Education Required: High School Diploma/GED
  - Work Experience Required: Less than 5 years
  - On-the-Job Training: None
  - Five-Year Openings: 10,708
  - Average Annual Earnings: $19,645

- **Retail Salespeople**
  - Minimum Education Required: High School Diploma/GED
  - Work Experience Required: None
  - On-the-Job Training: None
  - Five-Year Openings: 11,636
  - Average Annual Earnings: $25,065

- **General & Operations Managers**
  - Average Annual Earnings: $94,157
  - Five-Year Openings: 6,204
  - Work Experience Required: 5 years or more
  - On-the-Job Training: None
  - Minimum Education Required: Bachelor’s Degree

**FINANCIAL MANAGEMENT**

- **Accountants & Auditors**
  - Average Annual Earnings: $55,048
  - Five-Year Openings: 2,639
  - Work Experience Required: None
  - On-the-Job Training: None
  - Minimum Education Required: Bachelor’s Degree

- **Bookkeeping, Accounting, & Auditing Clerks**
  - Average Annual Earnings: $36,372
  - Five-Year Openings: 1,100
  - Work Experience Required: None
  - On-the-Job Training: Moderate-term
  - Minimum Education Required: Some College, no degree

**GENERAL MANAGEMENT**

- **General & Operations Managers**
  - Average Annual Earnings: $94,157
  - Five-Year Openings: 6,204
  - Work Experience Required: 5 years or more
  - On-the-Job Training: None
  - Minimum Education Required: Bachelor’s Degree

- **Management Analysts**
  - Average Annual Earnings: $80,530
  - Five-Year Openings: 675
  - Work Experience Required: Less than 5 years
  - On-the-Job Training: None
  - Minimum Education Required: Bachelor’s Degree

- **Office Clerks, General**
  - Average Annual Earnings: $26,065
  - Five-Year Openings: 3,098
  - Work Experience Required: None
  - On-the-Job Training: Short-term
  - Minimum Education Required: High School Diploma/GED

- **Receptionists & Information Clerks**
  - Average Annual Earnings: $26,522
  - Five-Year Openings: 3,891
  - Work Experience Required: None
  - On-the-Job Training: Short-term
  - Minimum Education Required: High School Diploma/GED

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*Some occupations cross multiple industries. Five-Year Opening projections provided here are cross-industry, not industry-specific.

**This occupational category includes several different Sales Representative occupations, which may differ slightly in their minimum requirements for entry.**