

A blurred background image of a business meeting. Several people in dark suits are seated around a table, with their hands and pens visible as they appear to be in discussion or reviewing documents. The overall tone is professional and focused.

# 8 Management Occupations in 5 California Counties

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## What is Lightcast Data?

Lightcast data is a hybrid dataset derived from official government sources such as the US Census Bureau, Bureau of Economic Analysis, and Bureau of Labor Statistics. Leveraging the unique strengths of each source, our data modeling team creates an authoritative dataset that captures more than 99% of all workers in the United States. This core offering is then enriched with data from online social profiles, resumé, and job postings to give you a complete view of the workforce.

Lightcast data is frequently cited in major publications such as *The Atlantic*, *Forbes*, *Harvard Business Review*, *The New York Times*, *The Wall Street Journal*, and *USA Today*.



## Report Parameters

### 8 Occupations

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11-1011 Chief Executives

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11-1021 General and Operations Managers

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11-3071 Transportation, Storage, and Distribution  
Managers

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11-9021 Construction Managers

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11-9151 Social and Community Service Managers

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11-9199 Managers, All Other

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11-1031 Legislators

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11-9131 Postmasters and Mail Superintendents

### 5 Counties

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6001 Alameda County, CA

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6013 Contra Costa County, CA

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6075 San Francisco County, CA

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6081 San Mateo County, CA

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6085 Santa Clara County, CA

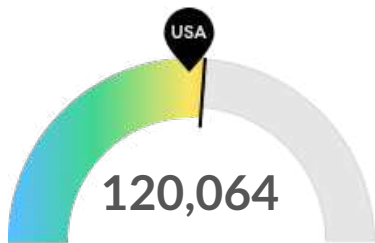
### Class of Worker

QCEW Employees

The information in this report pertains to the chosen occupations and geographical areas.

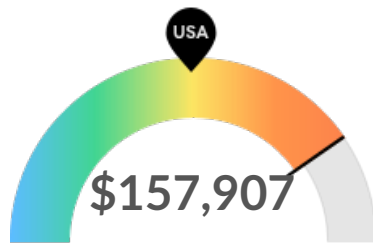
## Executive Summary

### Aggressive Job Posting Demand Over an Average Supply of Regional Jobs



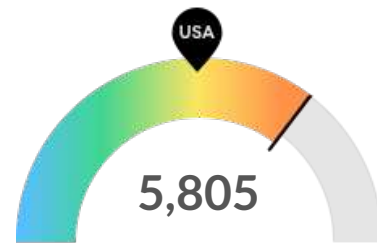
**Jobs (2022)**

Your area is about average for this kind of job. The national average for an area this size is 112,074\* employees, while there are 120,064 here.



**Compensation**

Earnings are high in your area. The national median salary for your occupations is \$102,586, compared to \$157,907 here.



**Job Posting Demand**

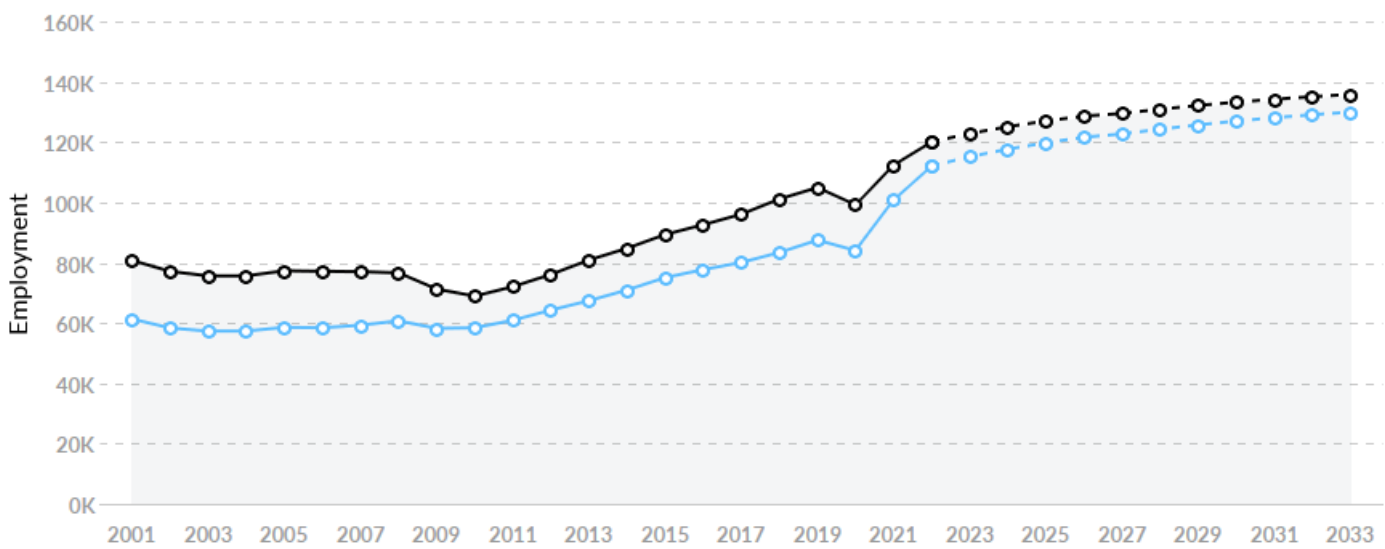
Job posting activity is high in your area. The national average for an area this size is 3,269\* job postings/mo, while there are 5,805 here.

\*National average values are derived by taking the national value for your occupations and scaling it down to account for the difference in overall workforce size between the nation and your area. In other words, the values represent the national average adjusted for region size.

# Jobs

## Regional Employment Is About Equal to the National Average

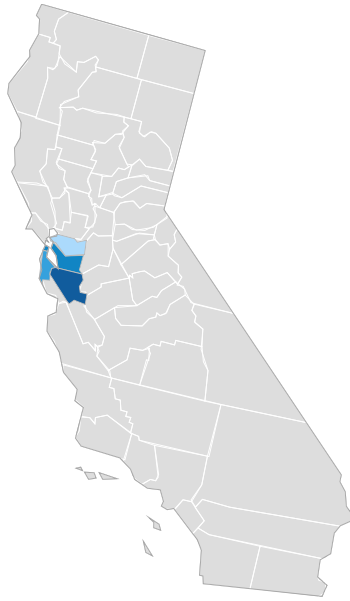
An average area of this size typically has 112,074\* jobs, while there are 120,064 here.



Region	2022 Jobs	2029 Jobs	Change	% Change
● 5 California Counties	120,064	132,134	12,070	10.1%
● National Average	112,074	125,692	13,618	12.2%

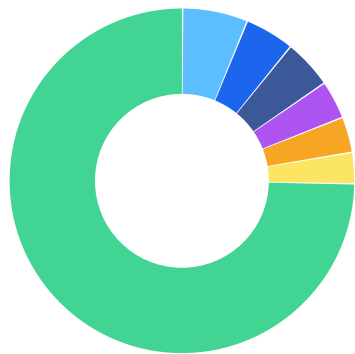
\*National average values are derived by taking the national value for your occupations and scaling it down to account for the difference in overall workforce size between the nation and your area. In other words, the values represent the national average adjusted for region size.








## Regional Breakdown



County	2022 Jobs
Santa Clara County, CA	36,029
San Francisco County, CA	28,580
Alameda County, CA	27,092
San Mateo County, CA	16,500
Contra Costa County, CA	11,864

## Most Jobs are Found in the Computer Systems Design and Related Services Industry Sector



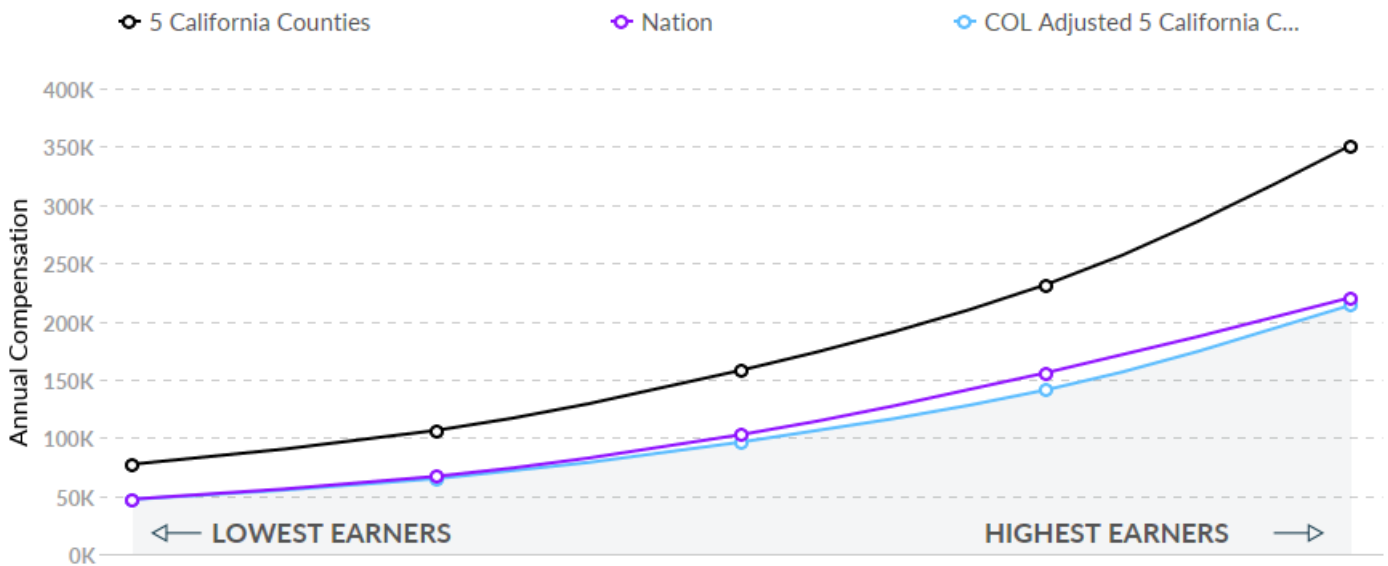
Industry	% of Occupation in Industry (2022)
 Computer Systems Design and Related Services	6.1%
 Scientific Research and Development Services	4.6%
 Local Government, Excluding Education and Hospitals	4.6%
 Management of Companies and Enterprises	3.6%
 Management, Scientific, and Technical Consulting Services	3.3%
 Web Search Portals, Libraries, Archives, and Other Information Services	2.9%
 Other	74.8%



# Compensation

## Regional Compensation Is 54% Higher Than National Compensation

For your occupations, the 2022 median wage in your area is \$157,907, while the national median wage is \$102,586.



## Job Posting Activity



### 110,293 Unique Job Postings

The number of unique postings for this job from Jan 2022 to Jul 2023.



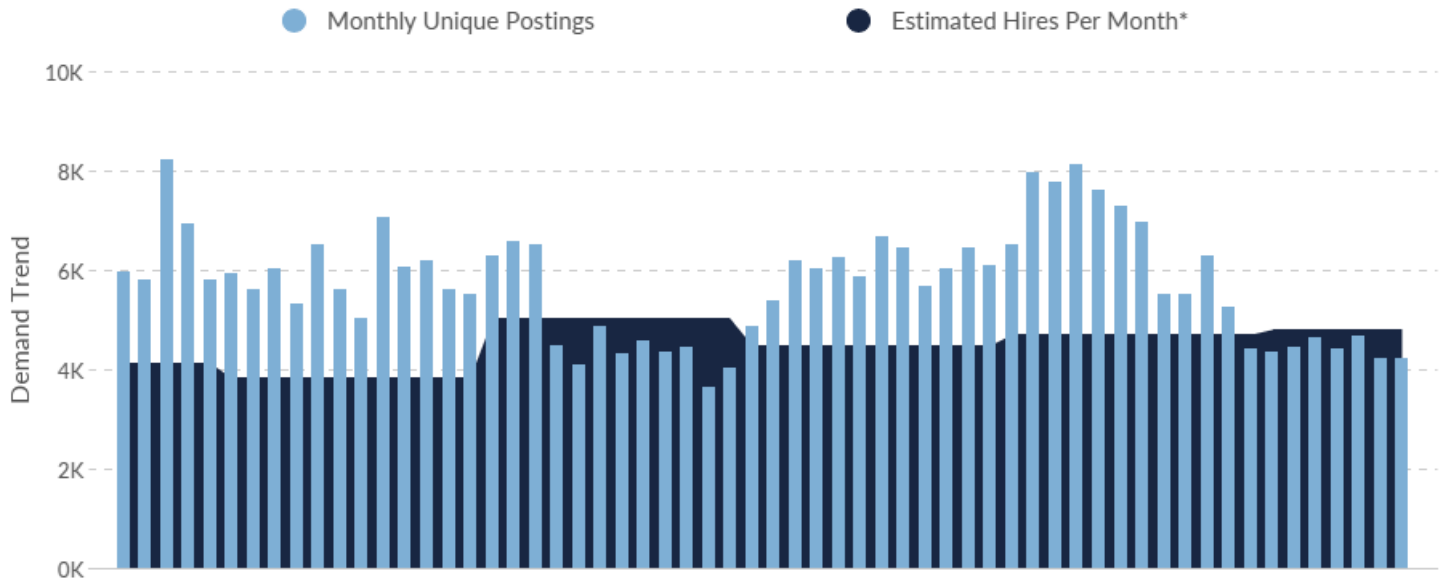
### 15,048 Employers Competing

All employers in the region who posted for this job from Jan 2022 to Jul 2023.



### 30 Day Median Duration

Posting duration is the same as what's typical in the region.



Occupation	Avg Monthly Postings (Jan 2022 - Jul 2023)	Avg Monthly Hires (Jan 2022 - Jul 2023)
Managers, All Other	3,052	1,105
General and Operations Managers	1,718	2,646
Construction Managers	479	342
Transportation, Storage, and Distribution Managers	300	185
Social and Community Service Managers	151	197
Chief Executives	104	264
Postmasters and Mail Superintendents	1	3

\*A hire is reported by the Quarterly Workforce Indicators when an individual's Social Security Number appears on a company's payroll and was not there the quarter before. Lightcast hires are calculated using a combination of Lightcast jobs data, information on separation rates from the Bureau of Labor Statistics (BLS), and industry-based hires data from the Census Bureau.

Top Companies	Unique Postings	Top Job Titles	Unique Postings
Google	1,739 	Program Managers	5,236 
University of California	1,388 	Technical Program Managers	2,519 
Meta	1,343 	Operations Managers	2,280 
Stanford University	1,180 	Project Coordinators	2,260 
Deloitte	863 	Construction Project Managers	1,200 
Randstad	846 	General Managers	1,110 
Amazon	842 	Operations Supervisors	945 
Apple	730 	Project Managers	863 
PricewaterhouseCoopers	689 	Principal Product Managers	770 
Tesla	595 	Directors of Operations	712 

### Top Distinguishing Skills by Demand

Not enough data to display Distinguishing Skills for this occupation.

### Top Defining Skills by Demand

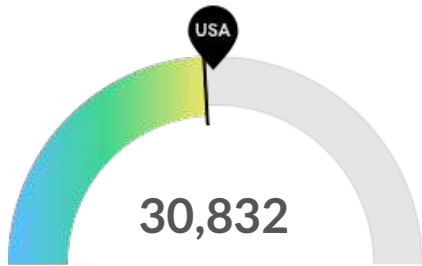
Not enough data to display Defining Skills for this occupation.

### Top Necessary Skills by Demand

Not enough data to display Necessary Skills for this occupation.

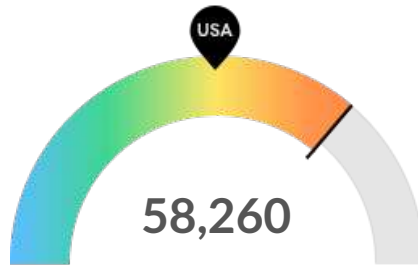
# Demographics

## Retirement Risk Is About Average, While Overall Diversity Is High



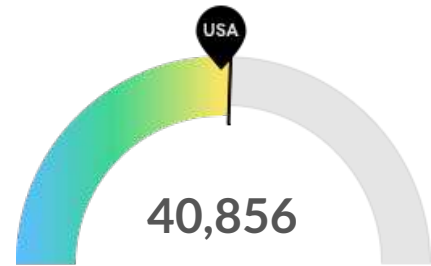
**Retiring Soon**

Retirement risk is about average in your area. The national average for an area this size is 32,431\* employees 55 or older, while there are 30,832 here.



**Racial Diversity**

Racial diversity is high in your area. The national average for an area this size is 31,280\* racially diverse employees, while there are 58,260 here.

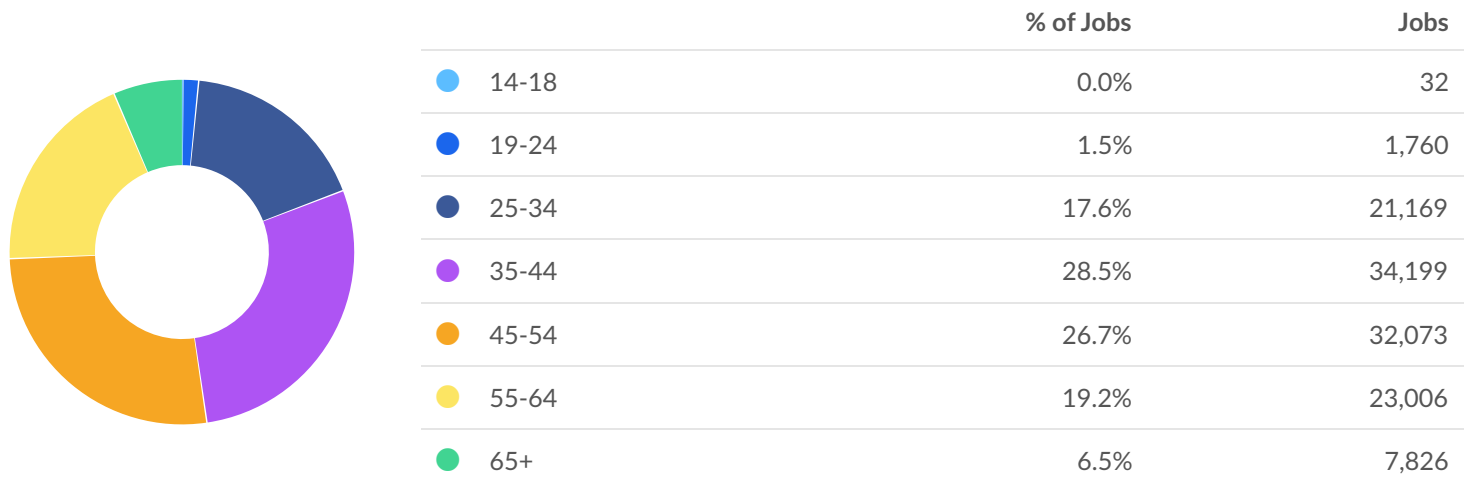


**Gender Diversity**

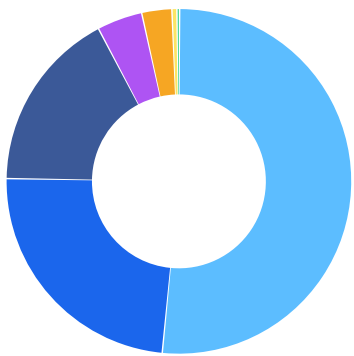
Gender diversity is about average in your area. The national average for an area this size is 39,491\* female employees, while there are 40,856 here.

\*National average values are derived by taking the national value for your occupations and scaling it down to account for the difference in overall workforce size between the nation and your area. In other words, the values represent the national average adjusted for region size.

## Occupation Age Breakdown

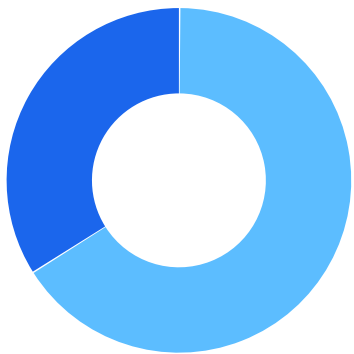


## Occupation Race/Ethnicity Breakdown



	% of Jobs	Jobs
White	51.5%	61,804
Asian	23.7%	28,470
Hispanic or Latino	17.0%	20,439
Black or African American	4.3%	5,104
Two or More Races	2.8%	3,382
Native Hawaiian or Other Pacific Islander	0.5%	559
American Indian or Alaska Native	0.3%	306

## Occupation Gender Breakdown



	% of Jobs	Jobs
Males	66.0%	79,208
Females	34.0%	40,856

# Occupational Programs



**107 Programs**

Of the programs that can train for this job, 107 have produced completions in the last 5 years.



**44,808 Completions (2021)**

The completions from all regional institutions for all degree types.



**17,061 Openings (2021)**

The average number of openings for an occupation in the region is 735.

CIP Code	Top Programs	Completions (2021)
52.0201	Business Administration and Management, General	9,194
24.0101	Liberal Arts and Sciences/Liberal Studies	8,587
42.0101	Psychology, General	3,668
09.0101	Speech Communication and Rhetoric	1,979
45.1101	Sociology, General	1,873
45.1001	Political Science and Government, General	1,372
45.0101	Social Sciences, General	1,320
52.1301	Management Science	1,282
45.0601	Economics, General	1,080
45.0603	Econometrics and Quantitative Economics	978

Top Schools	Completions (2021)	
University of California-Berkeley	5,694	
San Jose State University	5,357	
San Francisco State University	3,999	
California State University-East Bay	3,492	
Diablo Valley College	1,702	
De Anza College	1,682	
University of San Francisco	1,553	
Chabot College	1,489	
Foothill College	1,352	
City College of San Francisco	1,334	



## 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 are also affected by county-level Emsi earnings by industry.

### 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.

### Cost of Living Data

Emsi's cost of living data is based on the Cost of Living Index published by the Council for Community and Economic Research (C2ER).

### Lightcast Job Postings

Job postings are collected from various sources and processed/enriched to provide information such as standardized company name, occupation, skills, and geography.

### 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.