

Supply Chain

Goods developed, planned and sold Goods made, shipped, and delivered

CORPORATE HEADQUARTERS		RESEARCH & DEVELOPMENT		LOGISTICS, IT & BUSINESS OPERATIONS		PRODUCTION OPERATIONS		WAREHOUSING/ DISTRIBUTION	
Administration, Planning, Financial, Management, Sales		Research, innovation, testing, prototyping, market research		Operations planning, support systems, business infrastructure to make & move product		Manufacturing, re-manufacturing, kitting, assembly, sub-assembly		Warehousing, Distribution, Redistribution, Direct Ship, E-Commerce Delivery/Last mile	
C-Suite / Manages & Runs the Business		Engineering, Science, Technology		Supply Chain Professionals, IT Support		Manufacturing Occupations		Warehouse & Material Handling Occupations	
Job Titles	# Workers / LQ*	Job Titles	# Workers / LQ*	Job Titles	# Workers / LQ*	Job Titles	# Workers / LQ*	Job Titles	# Workers / LQ*
CEOs	2,111 / 0.89	Materials Engineers	228 / 1.15	Computer Network Support Specialists	1,907 / 1.17	Other Production Occupations	24,996 / 1.10	Industrial Truck and Tractor Operators	6,982 / 0.95
COOs "General and Operations Managers"	36,814 / 1.30	Aerospace Engineers	897 / 1.73	Database Administrators	1,000 / 1.03	Metal Workers and Plastic Workers	16,259 / 1.07	Heavy and Tractor Trailer Truck Drivers	19,082 / 1.00
Buyers and Purchasing Agents	4,455 / 1.10	Chemists	885 / 1.22	Logisticians	1,650 / 0.94	Industrial Production Managers	2,099 / 1.15	Transportation, Storage, and Distribution Managers	1,339 / 0.97
CTOs "Computer and Information Systems Managers"	3,488 / 0.74	Food Scientists / Technologists	99 / 0.73	Office and Administrative Support Occupations	187,608 / 1.09	Production Occupations	81,000 / 1.03	Supervisors of Transportation and Material Moving Workers	4,810 / 0.84
CFOs "Financial Managers"	6,001 / 0.94	Industrial Engineers	3,231 / 1.19	Business and Financial Operations Support	89,328 / 0.99			Transportation and Material Moving Occupations	118,824 / 0.97
Sales Managers	3,089 / 0.72	Operations Research Analysts	613 / 0.71					Laborers and Freight, Stock, and Material Movers, Hand	24,673 / 0.96
CHRO / HR Managers	1,598 / 1.01	Industrial Engineering Technologists/ Technicians	297 / 0.53						

*LQ = Location Quotient: Location quotients are ratios that allow an area's distribution of employment by industry, ownership, and size class to be compared to a reference area's distribution. The U.S. is used as the reference area for all LQs. If an LQ is equal to 1, then the industry has the same share of its area employment as it does in the nation. An LQ greater than 1 indicates an industry with a greater share of the local area employment than is the case nationwide.