

# GET INFORMED

So peruse the list and see where your career path leads. ▶





## 1 BUSINESS OPERATIONS MANAGER



**\$97,270**

MEDIAN  
ANNUAL  
SALARY



**What They Do:** It depends on the business and industry where they work, but this job is hot because a lot of different businesses in a lot of different industries rely on these men and women to get things done. What does that actually look like? They help departments meet goals and run more efficiently. That may include hiring employees, dealing with budgets and negotiating contracts.



**Hot Job Titles:** Business Operations Specialist, Operations Manager, Business Development Manager, Director of Operations, Production Manager



### WHO'S HIRING\*

7-Eleven | APi Group | CINTAS | CruiseOne | Hertz Equipment Rental | Hilton Worldwide | Penske Truck Leasing | Schneider Sodexo | Teleperformance USA | The Geo Group | Troops to Trades

**Why It's HOT:** The Bureau of Labor Statistics (BLS) estimates that more than 150,000 jobs will need to be filled between now and 2024 – a 7-percent growth rate.

**What You'll Need:** You'll need at least a bachelor's degree in business administration or a related field. Many have master's degrees. Must exhibit good leadership, decision-making and adaptability. Sound like the military?



Apply online at [GIJobs.com](http://GIJobs.com)

## 2 INFORMATION TECHNOLOGY SPECIALIST



**What They Do:** These pros use their technical expertise to maintain the company or organization's computer systems. They solve problems and figure out how to grow the technology systems as the company or organization grows. Some specialize in protecting the computer systems.



**Hot Job Titles:** Information Security Analyst, Computer Systems Analyst, Computer Support Specialist, Network or Systems Administrator, IT Project Manager



**\$61,380**

MEDIAN  
ANNUAL  
SALARY

### WHO'S HIRING\*

7-Eleven | AECOM | Aetna | Bank of America | CB&I | Chenega Corporation | Comcast NBCUniversal | CruiseOne | Deloitte Farmers Insurance | General Electric | The Goodyear Tire & Rubber Company | HCA, Hospital Corporation of America | Kaiser Permanente KeyBank | Lear Corporation | Oracle | PriceWaterhouseCoopers | Roehl Transport | Safelite Autoglass | Sodexo | The Home Depot TMC Transportation | Tri-State Generation & Transmission | Verizon | Xcel Energy

**Why It's HOT:** The BLS predicts 12-percent growth through 2024 – faster than average.

**What You'll Need:** The variety of roles means there are multiple career paths. Some employers will require a bachelor's degree in a related field; others will be OK with an associate degree, certification or military experience.



*They want  
the shipment  
in Anchorage  
by Friday.*

3

## LOGISTICIAN & SUPPLY CHAIN MANAGER



**\$73,870**

MEDIAN  
ANNUAL  
SALARY



**What They Do:** Few organizations know how to move stuff like the military. That's why military experience in logistics and supply transfer so well to corporate America, where they will analyze and coordinate the supply chain for organizations and companies operating in industries ranging from transportation to retail to manufacturing.



**Hot Job Titles:** Logistician, Supply Chain Manager, Logistics Analyst, Logistics Engineer



### WHO'S HIRING\*

7-Eleven | C.R. Bard | Caterpillar | CB&I | Deloitte | Eaton | General Electric | KeyBank | ManTech International | Merck  
Northrop Grumman Corporation | Oracle | Penske Truck Leasing | Safelite Autoglass | Schneider | STERIS Corporation  
The Home Depot | TMC Transportation | Walmart

**Why It's HOT:** 2- to 4-percent growth is predicted through 2024 by the BLS.

**What You'll Need:** Most employers will probably require a bachelor's degree, although an associate degree and/or military experience may be enough to get you in the door.



Apply online at [GJJobs.com](https://www.gijobs.com)

4

## CUSTOMER SERVICE MANAGER/REP



**\$83,566**

MEDIAN  
ANNUAL  
SALARY



**What They Do:** Their goal is to keep customers happy and keep the department running smoothly, efficiently and profitably. They develop service policies and procedures, analyze statistics, write reports, manage resources and look for ways to improve the processes.



**Hot Job Titles:** Customer Service Director, Customer Service Supervisor, Customer Information Center Manager



### WHO'S HIRING\*

Bank of America | Comcast NBCUniversal | HCA, Hospital Corporation America | Hertz Equipment Rental | Hilton Worldwide | Roehl Transport  
Safelite Autoglass | Schneider | Teleperformance USA | The Home Depot | TMC Transportation | Transdev North America | Troops to Trades  
Verizon

**Why It's HOT:** This field is predicted by the BLS to grow 9 to 13 percent through 2024.

**What You'll Need:** You may need a bachelor's degree, but this is one career path where you can truly work your way up on merit.



5

## SALES REP & BUSINESS DEVELOPMENT

*Piece of cake compared to the promotion board.*



**\$55,020**

MEDIAN ANNUAL SALARY



**What They Do:** Sales reps sell products or services that their company or organization offers, while business development professionals focus on potential growth opportunities and partnerships. Essentially, they ask the question, "How can we make money over the long-term?"



**Hot Job Titles:** Account Executive, Account Manager, Inside Sales Representative, Sales Manager



### WHO'S HIRING\*

Aetna | API Group | Bank of America | C.R. Bard | CarMax | CINTAS | Coca-Cola | Comcast NBCUniversal | CruiseOne | Farmers Insurance | Holland | KeyBank | Lear Corporation | Merck | New Penn Motor Express | Oracle | Penske Truck Leasing | Reddaway | Sodexo | TMC Transportation | United Rentals | Verizon

**Why It's HOT:** The BLS predicts 6-percent growth by 2024.

**What You'll Need:** High school diploma or equivalent. Prior sales experience is helpful, but many organizations are willing to train motivated go-getters like transitioning service members.



Apply online at [GIJobs.com](http://GIJobs.com)

6

## OPERATIONS & FACILITIES MANAGER



**\$69,877**

MEDIAN ANNUAL SALARY



**What They Do:** These professionals oversee the day-to-day operations of stores, offices, factories, schools, hospitals, warehouses and lots more. They could be in charge of one facility or branch, or multiple locations.



**Hot Job Titles:** Facilities Manager, Facilities Operations Manager, General Manager, Warehouse Manager



### WHO'S HIRING\*

CarMax | Caterpillar | CINTAS | Coca-Cola | Eaton | Hilton Worldwide | Holland | Kaiser Permanente | New Penn Motor Express | Norfolk Southern | Reddaway | Roehl Transport | Roush | Safelite Autoglass | Schneider | Silgan Containers | Sodexo | STERIS Corporation | The Home Depot | United Rentals | Xcel Energy

**Why It's HOT:** 8-percent growth is projected for this field through 2024.

**What You'll Need:** Requirements vary depending on the type of employer and duties, but a bachelor's degree and experience may be required.





## 7 ENGINEER

**What They Do:** This is a super broad umbrella that encompasses dozens of specialties, from biomedical, biomechanical and architectural engineers to agricultural, aerospace and petroleum engineers. You'll need to find the specialty you're passionate about and earn the appropriate degree.

**Hot Job Titles:** Biomedical Engineer, Industrial Engineer, Petroleum Engineer, Aerospace Engineer, Electrical Engineer, Chemical Engineer, Civil Engineer, Nuclear Engineer, Mechanical Engineer



# \$101,111

MEDIAN ANNUAL SALARY

(WE AVERAGED THE MEDIAN SALARIES OF THE HOT JOB TITLES)

### WHO'S HIRING\*

AECOM | Api Group | C.R. Bard | Caterpillar | CB&I | Chenega Corporation | General Electric | The Goodyear Tire & Rubber Company | Lear Corporation | ManTech International | Merc | Norfolk Southern Corporation | Northrop Grumman Corporation | Roush | Silgan Containers | STERIS Corporation | Transdev North America | Tri-State Generation and Transmission | Xcel Energy

**Why It's HOT:** The BLS projects engineering occupations will grow 3 percent by 2024, adding about 67,200 new jobs.

**What You'll Need:** You'll need a bachelor's degree to launch a career in this field.



Apply online at [GIJobs.com](http://GIJobs.com)

## 8 ASSET PROTECTION OFFICER

**What They Do:** Simply put, they figure out how to prevent the loss of an employer's assets. They monitor traffic and activity, and conduct investigations when loss occurs. Managers in this field create policies, procedures and strategies to reduce loss and protect inventory.

**Hot Job Titles:** Loss Prevention Manager, Loss Prevention Detective, Assets Protection Specialist, Store Detective, Asset Protection Manager



# \$64,000

MEDIAN ANNUAL SALARY

### WHO'S HIRING\*

Hilton Worldwide | The Geo Group | Walmart

**Why It's HOT:** Growth is projected between 2 and 4 percent through 2024.


**What You'll Need:** High school diploma or equivalent and experience in a security role.




9

## ELECTRICAL & MECHANICAL TECHNICIANS

 **\$53,070** MEDIAN ANNUAL SALARY

 **What They Do:** Electrical and mechanical technicians use their knowledge of mechanical technology and electrical circuits to install, operate, test and maintain equipment and machinery. They work in many different industrial environments.

 **Hot Job Titles:** Electro-Mechanical Technician, Electrical Technician, Mechanical Technician, Electro-Mechanic, Maintenance Technician, Mechanic




### WHO'S HIRING\*

AECOM | CarMax | CINTAS | Coca-Cola | Eaton | Hertz Equipment Rental | Holland | Merck | New Penn Motor Express | Norfolk Southern  
Northrop Grumman Corporation | Penske Truck Leasing | Reddaway | Roush | Safelite Autoglass | Silgan Containers | STERIS Corporation  
The Goodyear Tire & Rubber Company | Transdev North America | Tri-State Generation and Transmission | Troops to Trades | United Rentals | Walmart

**Why It's HOT:** The BLS projects 1- to 2-percent growth through 2024, while 58 (25 percent) of the 228 companies on the 2016 Military Friendly® Employer list told us they are recruiting veterans for these positions.


**What You'll Need:** Some employers may require an associate degree, post-secondary certificate, accredited apprenticeship program, or military training combined with on-the-job training.


 Apply online at [GJJobs.com](https://www.gijobs.com)

10

## INDUSTRIAL SYSTEMS OPERATORS

 **\$46,169** MEDIAN ANNUAL SALARY

 **What They Do:** They manufacture goods in a variety of industries, performing tasks that may include operating machines, assembling and inspecting products, and conducting quality control.

 **Hot Job Titles:** System Operator, Process Operator, Production Operator, Process Operative, Production Associate, Production Supervisor



### WHO'S HIRING\*

APi Group

**Why It's HOT:** In a recent report, 80 percent of manufacturers said they have a moderate or serious shortage of qualified applicants for skilled and highly skilled production positions.

**What You'll Need:** High school diploma or equivalent. Some employers prefer candidates with certification or an associate degree.



*This should do it...*

## 11 FIELD SERVICE REPRESENTATIVE



**\$58,145**

MEDIAN  
ANNUAL  
SALARY



**What They Do:** Field service representatives are part of a company's customer service team, providing technical support, products or services outside the office. They're the link between the company and its customers.



**Hot Job Titles:** Field Service Technician, Technical Support Specialist, Technical Specialist



### WHO'S HIRING\*

CINTAS | CruiseOne | Eaton | Farmers Insurance | ManTech International | STERIS Corporation | The Geo Group  
Tri-State Generation and Transmission | Troops to Trades | Verizon | Xcel Energy

**Why It's HOT:** 10-percent job growth is projected in this field through 2014. | **What You'll Need:** High school diploma or equivalent



Apply online at [GIJobs.com](http://GIJobs.com)

## 12 FINANCE SERVICES & ACCOUNTING MANAGER



**\$81,060**  
(FINANCIAL ADVISOR)



**\$78,678**  
(ACCOUNTING MANAGER)

MEDIAN  
ANNUAL  
SALARY



**What They Do:** This career orbits around money. There are an infinite number of paths to follow, from insurance and banking to corporate finance. Best part? Not all of them require a college degree (think insurance agent). This can be a lucrative, fast-paced, exciting career where the stakes are high.



**Hot Job Titles:** Financial Advisor, Accountant, Insurance Agent, Financial Analyst, Underwriter, Loan Officer



### WHO'S HIRING\*

7-Eleven | C.R. Bard | Deloitte | Hilton Worldwide | Kaiser Permanente | Oracle | PricewaterhouseCoopers | Silgan Containers  
Traveler | Xcel Energy

**Why It's HOT:** The BLS projects 30-percent growth for financial advisors through 2024; 12 percent for financial analysts and 9-percent growth for insurance agents.

**What You'll Need:** Many positions require a minimum of a bachelor's degree. However, some careers can be launched with proper certification and/or licensing.





## 13 COMMUNICATIONS TECHNICIAN



**\$55,190**

MEDIAN  
ANNUAL  
SALARY



**What They Do:** They set up, troubleshoot, maintain and fix telecommunications systems that transmit and process voice, video and data signals. This is not a desk job, so if you have military training in this area and enjoy being out in the field, this could be the ideal career for you.



**Hot Job Titles:** Installation Technician, Telecommunications Technician, Customer Service Technician, Service Technician, Field Technician



### WHO'S HIRING\*

AECOM | Comcast NBCUniversal | Farmers Insurance | Teleperformance USA | Tri-State Generation and Transmission | Verizon

**Why It's HOT:** Job growth is expected as more consumers, businesses and governments demand faster Internet, cable and wireless connections, according to the BLS.

**What You'll Need:** Some employers require a post-secondary education in electronics, telecommunications or computer technology. On-the-job training is typical, and certification may be required for some positions.



Apply online at [GIJobs.com](http://GIJobs.com)

## 14 MANUFACTURING TECHNICIAN



**What They Do:** Manufacturing technicians use mechanical and technical skills to set up and install operating machines, perform basic and preventative maintenance to keep them running smoothly, and oversee the computer programs that control the machines.



**Hot Job Titles:** Control Technician, Instrumentation Technician, Production Support Technician, Automation Technician



*This ain't like the factory my pappy worked in...*



**\$58,130**

MEDIAN  
ANNUAL  
SALARY

### WHO'S HIRING\*

C.R. Bard | CarMax | Caterpillar | CB&I | Coca-Cola | Eaton | General Electric | Lear Corporation | Merck | Norfolk Southern | Roush Silgan Containers | The Goodyear Tire & Rubber Company

**Why It's HOT:** Even with increasing automation, manufacturers still need skilled workers to monitor, troubleshoot and repair computer-controlled machinery.


**What You'll Need:** Associate or relative technical degree, certification or equivalent experience.





## 15 SOFTWARE ENGINEER

 **\$97,990** MEDIAN ANNUAL SALARY

 **What They Do:** These much-in-demand professionals design, develop and test the software and systems that allow computers and devices to perform tasks. They apply engineering principles to create or improve customized systems for clients.

 **Hot Job Titles:** Computer Software Engineer, Software Architect, Software Development Engineer, Senior Software Engineer, Software Developer




### WHO'S HIRING\*

AECOM | Bank of America | Caterpillar | Chenega Corporation | Comcast NBCUniversal | CruiseOne | General Electric | Kaiser Permanente | Lear Corporation | ManTech International | Northrop Grumman Corporation | Oracle | Roehl Transport


**Why It's HOT:** Jobs in this field are projected to grow at a 9- to 13-percent rate through 2024.

**What You'll Need:** You'll need a bachelor's degree in computer science, software engineering or a related field.

## 16 TRAINING & DEVELOPMENT SPECIALIST

 Apply online at [GIJobs.com](http://GIJobs.com)

 **\$57,340** MEDIAN ANNUAL SALARY

 **What They Do:** Not a whole lot of detail needed for this one. These men and women train employees – planning, coordinating and executing the company or organization's training programs.

 **Hot Job Titles:** Corporate Trainer, Job Training Specialist, Management Development Specialist, Senior Instructor, Trainer, Training Specialist



### WHO'S HIRING\*

Aetna | PricewaterhouseCoopers

**Why It's HOT:** This field is projected to grow 7 percent by 2024. The BLS reports that job prospects should be best for those with a bachelor's degree and previous work experience.


**What You'll Need:** A bachelor's degree is ideal, but experience and strong communication skills are critical. Military training and experience may be enough to get your foot in the door.





## 17 HR MANAGER

 **\$102,780** MEDIAN ANNUAL SALARY

 **What They Do:** Human resources managers oversee a company's recruiting and hiring efforts. They administer benefits and act as the link between top management and employees.

 **Hot Job Titles:** Director of Human Resources, Human Resources Director, Employee Benefits Manager




### WHO'S HIRING\*

Deloitte | HCA, Hospital Corporation America | KeyBank | PricewaterhouseCoopers | Teleperformance USA | The Geo Group  
Transdev North America | Travelers


**Why It's HOT:** The BLS projects growth at 9-percent through 2024, faster than the average for all occupations.


**What You'll Need:** You'll need at least a bachelor's degree and some experience; some positions will require a master's. Strong interpersonal skills are a must.

 Apply online at [GIJobs.com](https://www.gijobs.com)

## 18 FRONT-LINE SUPERVISOR: CONSTRUCTION

 **\$65,292** MEDIAN ANNUAL SALARY

 **What They Do:** This is another one that doesn't need a lengthy explanation. These professionals run construction crews, directly supervising and coordinating the daily activities on a variety of sites.

 **Hot Job Titles:** Construction Foreman, Construction Superintendent, Construction Supervisor, Project Superintendent, Construction Manager



### WHO'S HIRING\*

CB&I | Troops to Trades | Walmart

**Why It's HOT:** Growth for this field will be between 9 and 16 percent through 2024, the BLS predicts. That's faster than average, by the way, with more than 103,000 job openings.

**What You'll Need:** High school diploma with management and technical experience, or associate degree in construction management.





## 19 RETAIL STORE MANAGER

*Let's put the ugly Christmas sweaters over there.*



**\$55,825**

MEDIAN ANNUAL SALARY



**What They Do:** They're in charge of the day-to-day operations of a retail store, which can range from fast-food restaurants to big box stores – and everything in between. These can be challenging leadership positions in a fast-moving environment. More and more retailers are offering manager development programs tailored to prior military.



**Hot Job Titles:** Manager, Store Manager, Restaurant Manager, Department Manager, Assistant Manager, Assistant Store Manager



### WHO'S HIRING\*

7-Eleven | CarMax | The Goodyear Tire & Rubber Company | The Home Depot | United Rentals | Walmart

**Why It's HOT:** 4- to 5-percent growth is predicted for these positions by 2024.

**What You'll Need:** You can still work your way up through the ranks in this field with a high school diploma and experience, but a bachelor's degree will greatly increase your chances of success and advancement.

## 20 CLINICAL TECHNICIAN

*This sure beats my combat medic tour.*



Apply online at [GIJobs.com](https://www.gijobs.com)



**\$49,310**

MEDIAN ANNUAL SALARY



**What They Do:** These pros work behind the scenes in hospitals, clinics or government labs, conducting tests and analyses on bodily fluids, tissue or other substances. They play a critical part in helping physicians make their diagnoses.



**Hot Job Titles:** Medical Technician, Clinical Laboratory Technician, Medical Laboratory Scientist, Medical Laboratory Technologist, Clinical Laboratory Technologist



### WHO'S HIRING\*

HCA, Hospital Corporation America | Kaiser Permanent | Sodexo

**Why It's HOT:** The BLS projects 16-percent growth through 2024 – much faster than average.

**What You'll Need:** At minimum you'll need an associate degree or postsecondary certificate. Technologists typically need a bachelor's degree.







## 21 CLAIMS REPRESENTATIVE

*My little boy  
would love  
this.*

 **\$44,520** MEDIAN ANNUAL SALARY

 **What They Do:** Claims representatives guide customers through the insurance claims process, serving as the primary contact for customers while at the same time working to satisfy the insurer.

 **Hot Job Titles:** Claim Service Representative, Claim Processing Specialist, Claim Technician, Claims Customer Service Representative




### WHO'S HIRING\*

Aetna | Farmers Insurance | Holland | New Penn Motor Express | Reddaway | Teleperformance USA | Travelers


**Why It's HOT:** 5- to 8-percent growth is predicted by 2024.


**What You'll Need:** High school diploma or equivalent; may require customer service experience.

 Apply online at [GIJobs.com](http://GIJobs.com)

## 22 BANK BRANCH MANAGER

 **\$57,745** MEDIAN ANNUAL SALARY

 **What They Do:** Bank managers run the bank branch – sometimes more than one. They oversee the staff, ensure operational excellence and customer satisfaction, and monitor the branch's revenue and expenses.

 **Hot Job Titles:** Bank Manager, Branch Manager, Assistant Bank Manager, Branch Manager Trainee



### WHO'S HIRING\*

Bank of America | KeyBank

**Why It's HOT:** The BLS projects 7-percent growth in this vocation by 2024.

**What You'll Need:** A bachelor's degree in marketing, business, finance or a related field is required, coupled with experience in banking and branch management.



23

## COMMERCIAL DRIVER

*I drove in the sand box.*



**\$48,793**

MEDIAN ANNUAL SALARY



**The Job:** There are lots of things you can drive, from a train (yes, there are Military Friendly® Employers recruiting veterans to drive trains) to a horse-drawn carriage (not so much). But we're mostly talking about CDL drivers – truck drivers. The trucking industry estimates it is short 48,000 drivers right now, which pushed up wages in 2015. The shortage is projected to grow.



**Hot Job Titles:** Long-Haul Driver, Hazardous Materials Driver, Local Driver, Pick-up and Delivery Driver, Owner-Operator



### WHO'S HIRING\*

Coca-Cola | CRST Trucking | Hertz Equipment Rental | Holland | New Penn Motor Express | Norfolk Southern | Penske Truck Leasing  
Reddaway | Roehl Transport | Roush | Schneider | TMC Transportation | Transdev North America | United Rentals

**Why It's HOT:** Did we mention the trucking industry is short 48,000 drivers? (That's according to the American Trucking Associations, by the way.) The ATA estimates trucking will need 890,000 new drivers over the next 10 years – an average of 89,000 per year.

**What You'll Need:** You'll need a Class A Commercial Driver License if you want to drive the big rigs. A Class B will do for smaller trucks and buses. You can use the GI Bill to get your CDL.



Apply online at [GIJobs.com](http://GIJobs.com)

24

## REGISTERED NURSE



**\$66,640**

MEDIAN ANNUAL SALARY



**The Job:** Nurses provide care to ill, injured, disabled or convalescent patients. They work in all areas of health care, from hospitals and doctors' offices to schools, insurance companies and nursing homes.



**Hot Job Titles:** Critical Care Nurse, Emergency Nurse, Neonatal Nurse, Oncology Nurse, Pediatric Nurse, School Nurse, Staff Nurse, Perioperative (OR) Nurse, Orthopaedic Nurse



### WHO'S HIRING\*

Aetna | Chenega Corporation | HCA, Hospital Corporation America | The Geo Group | Travelers

**Why It's HOT:** With a projected growth rate of 16 percent through 2024, this one of the hottest careers fields out there.

**What You'll Need:** Associate degree or diploma from an approved nursing program. Registered nurses must be licensed, and a bachelor's degree is usually required for administrative jobs, research, consulting and teaching.





Apply online at [GIJobs.com](http://GIJobs.com)

25

## INTELLIGENCE ANALYST

*My house is  
right here.*



**\$79,870**

MEDIAN  
ANNUAL  
SALARY



**The Job:** They collect information from a variety of sources, including surveillance, intelligence networks, law enforcement databases and geographic information systems. Then they analyze and evaluate the data to prevent terrorism and other organized crime.



### Hot Job Titles:

Criminal Intelligence Analyst,  
Criminal Intelligence Specialist,  
Intelligence Research Specialist,  
Intelligence Officer



### WHO'S HIRING\*

[Chenega Corporation](#) | [Deloitte](#) | [ManTech International](#) | [Northrop Grumman Corporation](#) | [PricewaterhouseCoopers](#) | [Travelers](#)

**Why It's HOT:** The BLS projects 28,300 job openings in this field through 2024. Not surprisingly, the bulk of these professionals finds jobs with the government or defense contractors.

**What You'll Need:** Most employers will require a bachelor's degree, although military experience may get you the job.

