Burning Glass maintains the nation’s largest database of online job postings

We use advanced artificial intelligence text mining to code 70+ facts about online job postings

We visit 45,000+ online job sites daily

From those sites we collect & de-duplicate 1M+ job postings daily

For each individual posting, we parse 70 fields to generate detailed data

- Job Title & Occupation
- Employer & Industry
- Technical Skills
- Foundational Skills
- Certifications
- Educational Requirements
- Experience Levels
- Salaries
What we’re seeing now....
Understand the immediate shock

How Are Industries Contracting

![Year-on-Year Demand Chart](chart.png)

Year-on-Year Demand
Up Relative to Jan/Feb, Down Relative to March/April

<table>
<thead>
<tr>
<th>Industry</th>
<th>Δ YoY Jan/Feb</th>
<th>Δ YoY Mar/Apr</th>
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</thead>
<tbody>
<tr>
<td>Accommodation and Food Services</td>
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<td>Health Care and Social Assistance</td>
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<td>Transportation and Warehousing</td>
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<td>Construction</td>
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<td>Public Administration</td>
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<td>Retail Trade</td>
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<td>Educational Services</td>
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<tr>
<td>Real Estate and Rental and Leasing</td>
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<tr>
<td>Professional, Scientific, and Technical Services</td>
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<td>Manufacturing</td>
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<tr>
<td>Finance and Insurance</td>
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</tbody>
</table>
Decline in Job Posts: March-May

CT: -49%
DC: -48%
DE: -44%
HI: -68%
MA: -48%
MD: -43%
NH: -34%
NJ: -38%
RI: -28%
VT: -42%
Decline in U.S. Job Postings, by Industry
March - May
Decline in U.S. Job Postings, by Industry
(Sub BA including No Ed. Req.)
Highest Growth: March-May
Most Job Postings: March-May

- March 2 Postings
- May 4 Postings

- Retail Sales Associate (General)
- Laborer / Warehouse Worker
- Tractor-Trailer Truck Driver (General)
- Retail Store Manager
- Retail Store Shift Supervisor
- Security Officer
- Regional Truck Driver
- Assistant Retail Store Manager
- Inventory Associate
- Cashier
- Customer Service Representative (General)
- Over-the-Road (OTR) Truck Driver
- Laborer / Warehouse Worker
- Sales Representative
- Food Service Team Member
- Customer Service Representative (General)
How to board the lifeboats, and where they may take you…

**Feeder Occupations**
- Baggage Porters and Bellhops: $26,990
- Hotel, Motel, and Resort Desk Clerks: $25,130
- Waiters and Waitresses: $25,830
- Retail Salespersons: $28,310
- Engineering Technicians: $65,720
- Computer User Support Specialists: $55,050
- Claims Adjusters and Examiners: $67,540
- Audio and Video Equipment Technicians: $48,940
- Training and Development Specialists: $65,120
- Human Resources Specialists: $66,790
- Administrative Support Supervisors: $59,340
- Fundraisers: $61,610

**Skills You Carry Onboard**
- Customer Service
- Scheduling
- Repair
- Budgeting
- Data Entry
- SQL
- Project Management
- Change Management

**Destination Occupations**
- **Stock Clerks and Order Fillers, $28,520**
- **Computer Network Support Specialists, $68,050**
- **Business Operations Specialists, $76,960**

**Skills You Take Off the Lifeboat**
- Inventory Management
- Data Entry
- SQL
- Project Management
- System Administration
- Change Management

**Next-Step Occupations**
- Postal Service Clerks: $50,860
- Ticket Agents: $41,730
- Freight and Material Movers: $30,890
- Couriers and Messengers: $30,620
- Network and Computer Systems Admins: $87,070
- Business Operations Specialists: $76,960
- Information Security Analysts: $102,470
- Database Administrators: $92,030
- General and Operations Managers: $123,880
- Training and Development Managers: $121,730
- Management Analysts: $94,390
- Operations Research Analysts: $88,350
What does the future hold?
Rates of Recovery,
Worker Redeployment
What does the future hold? 
New and Altered Occupations
What does the future hold?
Human skills in a distanced world
What does the future hold? 
Automation
Support workers in jobs with precarious characteristics

Automation and Health Risk, exacerbated by Physical Proximity...
Automation typically accelerates following recessions. Roles that are risky to public safety may be especially vulnerable. Workers in these roles will need support
What does the future hold?
Infrastructure
Monitor these indicators during a reopening of the economy

- Number of available jobs that remain from before the crisis and re-emerge after
- Total weekly job postings overall and by sector
- Pace of demand returning for jobs that require close physical proximity and those that can reduce proximity
- Demand trends relative to the state and nation
- Salaries advertised on postings while both unemployment and UI benefits are high
Open Data Resources

If you have additional questions or wish to discuss solutions options, please contact:

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