

FAIRFAX COUNTY, VIRGINIA

Workforce

The Fairfax County talent pool is as diversified as it is skilled. Fairfax County boasts a highly educated population, where more than 60 percent have a bachelor's degree or higher level of educational attainment and one in four jobs are filled by a high-tech worker. Businesses in Fairfax County are served by a regional labor force of 3.4 million workers.

Washington, D.C., Regional Workforce

 **3.4M**
WORKERS

 **87K**
DEGREES

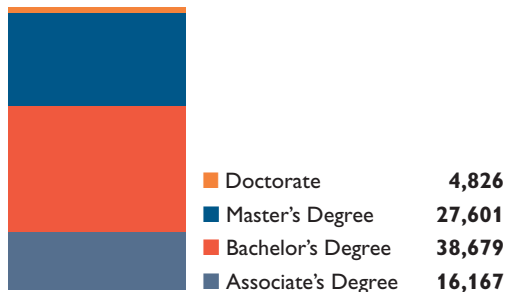
HIGH-DEMAND OCCUPATIONS

-  COMPUTER SYSTEMS ANALYSTS
-  FINANCIAL ANALYSTS
-  INFORMATION SECURITY ANALYSTS
-  MANAGEMENT CONSULTANTS
-  SOFTWARE DEVELOPERS

TALENT PIPELINE

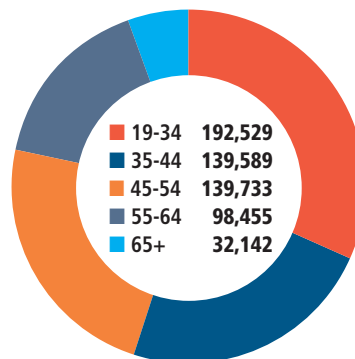
- >> Fairfax County's vibrant workforce includes one of the largest numbers of millennial-generation workers in the region.
- >> 30% of professional and technical services jobs are held by young adults ages 19 to 34.
- >> Beyond the 87,000 academic degrees conferred by regional colleges and universities each year, college graduates in Fairfax County receive degrees from other prestigious Virginia and U.S. schools.

ACADEMIC DEGREES CONFERRED IN WASHINGTON D.C., REGION IN 2016 (TOTAL: 87,273)



Source: National Center for Education Statistics 2016

EMPLOYMENT BY AGE IN FAIRFAX COUNTY



Source: U.S. Census Bureau, Longitudinal Employer-Household Dynamics, most recent four quarters

JOB SKILLS THAT EMPLOYERS NEED

- >> Fairfax County offers the talent required by companies in high-growth markets such as artificial intelligence, cybersecurity, data analytics and personalized health.
- >> The regional workforce has a higher-than-average concentration of occupations in the fields of finance, information technology and management.
- >> Employees in high-demand occupations possess skills that include system evaluation and design, programming, quantitative analysis, and network and information security.



Select Occupations and Salaries in the Washington, D.C., Region

General Area/Position Title **Average Annual Salary**
Entry Level¹ **Average** **Experienced²**

Administration

Bill/Account Collector	\$34,620	.....	\$44,620	.....	\$51,880
Billing/Posting Clerk.....	\$35,110	.....	\$45,160	.....	\$52,070
Chief Executive	\$166,810	.....	\$237,310	.....	N/A
Cost Estimator	\$54,410	.....	\$76,460	.....	\$98,220
Executive Secretary/Administrative Assistant.....	\$57,220	.....	\$70,820	.....	\$81,000
File Clerk.....	\$29,020	.....	\$39,510	.....	\$48,630
General and Operations Manager	\$96,630	.....	\$151,740	.....	\$184,240
Management Analyst	\$79,720	.....	\$106,920	.....	\$123,230
Meeting and Convention Planner	\$48,250	.....	\$65,670	.....	\$81,130
Office Clerk	\$27,390	.....	\$39,930	.....	\$49,670
Payroll Clerk	\$45,160	.....	\$56,080	.....	\$64,640
Purchasing Agent	\$66,060	.....	\$88,300	.....	\$108,230
Purchasing Manager	\$123,220	.....	\$138,820	.....	\$153,730
Receptionist/Information Clerk	\$25,220	.....	\$32,970	.....	\$38,580
Secretary	\$34,040	.....	\$44,240	.....	\$53,960

Engineering

Aerospace Engineer	\$107,450	.....	\$136,710	.....	\$161,890
Chemical Engineer	\$99,710	.....	\$126,870	.....	\$145,640
Civil Engineer	\$68,930	.....	\$97,840	.....	\$119,120
Civil Engineering Technician	\$35,420	.....	\$52,240	.....	\$64,580
Electrical Engineer	\$84,600	.....	\$117,270	.....	\$145,110
Electrical/Electronic Engineering Technician	\$57,890	.....	\$72,640	.....	\$86,640
Environmental Engineer	\$74,560	.....	\$98,230	.....	\$114,550
Environmental Engineering Technician	\$41,590	.....	\$52,540	.....	\$61,650
Industrial Engineer	\$69,500	.....	\$93,690	.....	\$120,940
Industrial Engineering Technician.....	\$48,770	.....	\$62,070	.....	\$75,240
Marine Engineer/Naval Architect	\$78,340	.....	\$107,430	.....	\$133,220
Materials Engineer	\$93,140	.....	\$117,240	.....	\$144,950
Mechanical Drafter	\$46,070	.....	\$58,500	.....	\$66,840
Mechanical Engineer	\$82,640	.....	\$112,990	.....	\$134,810
Mechanical Engineering Technician	\$45,010	.....	\$59,220	.....	\$71,640
Nuclear Engineer	\$94,480	.....	\$119,610	.....	\$147,360
Petroleum Engineer	\$97,960	.....	\$159,300	.....	\$202,270

Financial

Accountant/Auditor	\$65,110	.....	\$92,660	.....	\$112,960
Bookkeeping/Accounting/Auditing Clerk	\$38,190	.....	\$49,880	.....	\$60,760
Credit Analyst	\$65,230	.....	\$91,540	.....	\$114,690
Economist	\$89,060	.....	\$125,330	.....	\$151,700
Financial Analyst	\$70,840	.....	\$98,900	.....	\$117,510
Financial Manager	\$122,010	.....	\$165,300	.....	\$189,110

General Area/Position Title **Average Annual Salary**
Entry Level¹ **Average** **Experienced²**

Human Resources

Compensation/Benefits Manager	\$111,020	.....	\$154,040	.....	\$173,940
Compensation/Benefits/Job Analysis Specialist ..	\$62,690	.....	\$83,130	.....	\$99,320
Human Resources Manager	\$115,860	.....	\$149,130	.....	\$166,480
Human Resources Specialist.....	\$62,260	.....	\$85,940	.....	\$107,440
Training/Development Manager	\$105,270	.....	\$149,490	.....	\$182,810
Training/Development Specialist	\$52,560	.....	\$76,480	.....	\$95,370

Information Technology

Cartographer/Photogrammetrist	\$70,130	.....	\$90,480	.....	\$103,650
Computer Hardware Engineer	\$100,580	.....	\$126,050	.....	\$153,400
Computer Operator	\$39,980	.....	\$49,980	.....	\$60,200
Computer Programmer	\$73,380	.....	\$98,930	.....	\$123,540
Computer Support Specialist	\$47,310	.....	\$63,280	.....	\$76,190
Computer Systems Analyst	\$75,900	.....	\$103,240	.....	\$127,510
Computer/Information Research Scientist	\$96,120	.....	\$125,520	.....	\$156,420
Computer/Information Systems Manager	\$138,060	.....	\$170,270	.....	\$192,010
Database Administrator	\$73,300	.....	\$100,960	.....	\$127,530
Information Security Analyst.....	\$86,580	.....	\$113,570	.....	\$141,220
Operations Research Analyst	\$79,730	.....	\$106,940	.....	\$131,750
Software Developer (Applications)	\$84,090	.....	\$116,250	.....	\$145,330
Software Developer (Software)	\$95,200	.....	\$125,010	.....	\$152,060

Marketing/Sales/Public Relations

Advertising Salesperson	\$38,650	.....	\$62,250	.....	\$75,860
Advertising/Promotions Manager	\$77,050	.....	\$123,780	.....	\$148,120
Customer Service Representative	\$27,700	.....	\$39,800	.....	\$48,710
Market Research Analyst.....	\$52,090	.....	\$79,430	.....	\$100,870
Marketing Manager	\$119,210	.....	\$167,500	.....	\$198,190
Public Relations Manager	\$108,520	.....	\$166,270	.....	\$200,410
Sales Engineer	\$102,830	.....	\$137,450	.....	\$163,970
Sales Manager	\$108,010	.....	\$168,990	.....	\$206,660
Salesperson (Services)	\$45,860	.....	\$83,340	.....	\$103,450
Salesperson (Technical/Scientific)	\$59,210	.....	\$99,540	.....	\$120,670
Telemarketer	\$25,970	.....	\$29,870	.....	\$31,560

¹ Entry level is defined as the average of the lowest 25th percentile of wages.

² Experienced is defined as the average of the highest 75th percentile of wages.

Source: U.S. Bureau of Labor Statistics, Occupational Employment Survey, 2017 (Washington-Arlington-Alexandria MSA)

September 2018

