

# 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 61 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

**HIGH-DEMAND OCCUPATIONS**

SELECT HIGH-DEMAND OCCUPATIONS WORKERS IN THESE JOBS ARE SIGNIFICANTLY MORE PLENTIFUL IN THE WASHINGTON, D.C., METRO AREA WORKFORCE THAN THEY ARE NATIONWIDE:



**90K**  
DEGREES  
CONFERRED

EDUCATIONAL ATTAINMENT IN FAIRFAX COUNTY  
**NEARLY 2X U.S. AVERAGE**



**COMPUTER SYSTEMS ANALYSTS**



**FINANCIAL ANALYSTS**



**INFORMATION SECURITY ANALYSTS**



**MANAGEMENT CONSULTANTS**



**SOFTWARE DEVELOPERS**

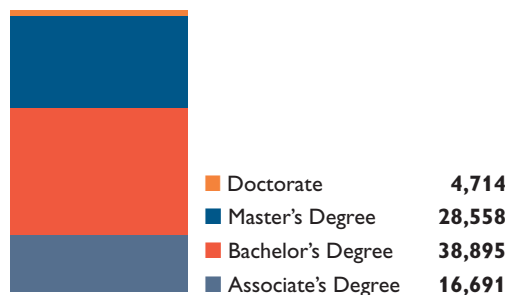
### TALENT PIPELINE

- >> 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 90,000 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.

### JOB SKILLS THAT EMPLOYERS NEED

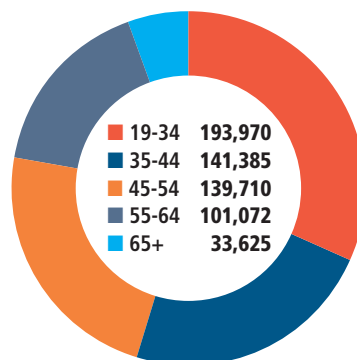
- >> Fairfax County offers the talent required by companies in high-growth markets such as artificial intelligence, cybersecurity, data analytics and personalized health.
- >> The regional workforce has a higher-than-average concentration of occupations in the fields of finance, information technology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

### ACADEMIC DEGREES CONFERRED IN WASHINGTON D.C., REGION IN 2017 (TOTAL: 89,858)



Source: National Center for Education Statistics 2017

### EMPLOYMENT BY AGE IN FAIRFAX COUNTY



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



**FAIRFAX COUNTY**  
ECONOMIC DEVELOPMENT AUTHORITY

# SELECT OCCUPATIONS AND SALARIES IN THE WASHINGTON, D.C., REGION

General Area/Position Title      Average Annual Salary  
Entry Level<sup>1</sup>   Average   Experienced<sup>2</sup>

## Administration

Bill/Account Collector .....	\$35,610	.....	\$48,080	.....	\$57,600
Billing/Posting Clerk.....	\$36,180	.....	\$47,500	.....	\$55,560
Chief Executive .....	\$182,970	.....	\$250,670	.....	N/A
Cost Estimator .....	\$57,010	.....	\$80,060	.....	\$99,440
Executive Secretary/Administrative Assistant.....	\$58,170	.....	\$72,050	.....	\$82,340
File Clerk.....	\$29,630	.....	\$40,240	.....	\$49,490
General and Operations Manager .....	\$98,030	.....	\$153,570	.....	\$185,160
Management Analyst .....	\$81,550	.....	\$109,340	.....	\$126,060
Meeting and Convention Planner .....	\$51,000	.....	\$67,240	.....	\$83,070
Office Clerk .....	\$27,370	.....	\$39,800	.....	\$49,110
Payroll Clerk .....	\$46,940	.....	\$57,990	.....	\$67,580
Purchasing Manager .....	\$126,060	.....	\$143,190	.....	\$158,040
Receptionist/Information Clerk .....	\$26,410	.....	\$33,550	.....	\$39,430
Secretary .....	\$35,190	.....	\$45,730	.....	\$55,530

## Engineering

Aerospace Engineer .....	\$108,830	.....	\$136,720	.....	\$164,180
Chemical Engineer .....	\$87,430	.....	\$114,840	.....	\$138,430
Civil Engineer .....	\$71,830	.....	\$99,720	.....	\$119,950
Civil Engineering Technician .....	\$36,740	.....	\$58,360	.....	\$78,120
Electrical Engineer .....	\$86,340	.....	\$123,810	.....	\$154,140
Electrical/Electronic Engineering Technician .....	\$60,210	.....	\$73,740	.....	\$86,560
Environmental Engineer .....	\$74,490	.....	\$102,710	.....	\$120,620
Environmental Engineering Technician .....	\$43,510	.....	\$56,460	.....	\$69,470
Industrial Engineer .....	\$80,730	.....	\$108,930	.....	\$133,150
Industrial Engineering Technician.....	\$45,510	.....	\$58,370	.....	\$71,150
Marine Engineer/Naval Architect .....	\$77,790	.....	\$105,820	.....	\$129,760
Materials Engineer .....	\$100,210	.....	\$123,690	.....	\$149,630
Mechanical Drafter .....	\$45,790	.....	\$61,350	.....	\$72,280
Mechanical Engineer .....	\$85,090	.....	\$117,220	.....	\$142,670
Mechanical Engineering Technician .....	\$46,380	.....	\$61,240	.....	\$75,110
Nuclear Engineer .....	\$119,740	.....	\$148,290	.....	\$174,510
Petroleum Engineer .....	\$74,600	.....	\$122,210	.....	\$131,930

## Financial

Accountant/Auditor .....	\$65,500	.....	\$93,180	.....	\$113,140
Bookkeeping/Accounting/Auditing Clerk .....	\$38,120	.....	\$50,350	.....	\$61,570
Credit Analyst .....	\$66,530	.....	\$94,620	.....	\$120,370
Economist .....	\$92,430	.....	\$132,940	.....	\$160,170
Financial Analyst .....	\$70,690	.....	\$101,510	.....	\$119,420
Financial Manager .....	\$126,070	.....	\$171,010	.....	\$195,420

General Area/Position Title      Average Annual Salary  
Entry Level<sup>1</sup>   Average   Experienced<sup>2</sup>

## Human Resources

Compensation/Benefits Manager .....	\$112,090	.....	\$155,440	.....	\$179,180
Compensation/Benefits/Job Analysis Specialist.....	\$63,220	.....	\$83,020	.....	\$100,290
Human Resources Manager .....	\$119,270	.....	\$154,340	.....	\$172,420
Human Resources Specialist.....	\$62,240	.....	\$86,750	.....	\$109,180
Training/Development Manager .....	\$106,210	.....	\$154,070	.....	\$184,310
Training/Development Specialist .....	\$55,400	.....	\$76,880	.....	\$95,240

## Information Technology

Cartographer/Photogrammetrist .....	\$71,430	.....	\$92,290	.....	\$106,020
Computer Hardware Engineer .....	\$95,530	.....	\$126,310	.....	\$155,200
Computer Operator .....	\$45,410	.....	\$54,280	.....	\$62,970
Computer Programmer .....	\$72,450	.....	\$97,980	.....	\$121,240
Computer Support Specialist .....	\$47,730	.....	\$64,430	.....	\$77,570
Computer Systems Analyst .....	\$78,420	.....	\$105,390	.....	\$129,470
Computer/Information Research Scientist .....	\$100,590	.....	\$129,460	.....	\$157,820
Computer/Information Systems Manager .....	\$138,750	.....	\$173,470	.....	\$195,830
Database Administrator .....	\$74,410	.....	\$100,750	.....	\$126,550
Information Security Analyst.....	\$87,320	.....	\$114,880	.....	\$144,360
Operations Research Analyst .....	\$78,210	.....	\$107,690	.....	\$133,700
Software Developer (Applications) .....	\$85,700	.....	\$117,450	.....	\$146,960
Software Developer (Systems) .....	\$92,980	.....	\$122,420	.....	\$149,790

## Marketing/Sales/Public Relations

Advertising Salesperson .....	\$40,910	.....	\$68,730	.....	\$81,510
Advertising/Promotions Manager .....	\$82,240	.....	\$122,630	.....	\$150,460
Customer Service Representative .....	\$28,370	.....	\$40,850	.....	\$49,470
Market Research Analyst.....	\$53,890	.....	\$80,120	.....	\$101,430
Marketing Manager .....	\$121,380	.....	\$170,870	.....	\$200,650
Public Relations Manager .....	\$121,820	.....	\$181,100	.....	N/A
Sales Engineer .....	\$95,170	.....	\$141,210	.....	\$172,020
Sales Manager .....	\$111,810	.....	\$168,960	.....	\$204,770
Salesperson (Services) .....	\$45,480	.....	\$81,330	.....	\$101,400
Salesperson (Technical/Scientific) .....	\$61,740	.....	\$100,130	.....	\$123,160
Telemarketer .....	\$25,210	.....	\$31,730	.....	\$37,060

<sup>1</sup> Entry level is defined as the average of the lowest 25th percentile of wages.

<sup>2</sup> Experienced is defined as the average of the highest 75th percentile of wages.

Source: U.S. Bureau of Labor Statistics, Occupational Employment Survey, 2018 (Washington-Arlington-Alexandria MSA)

June 2019

