

# Job Posting Analytics

Emsi Q3 2021 Data Set

October 2021

Illinois

# Parameters

Regions:

Code	Description
16980	Chicago-Naperville-Elgin, IL-IN-WI

Minimum Experience Required: Any

Education Level:

Description
Bachelor's degree

Part-Time / Full-Time :


Full-time (> 32 hours)
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Keyword Search:

Timeframe: Feb 2020 - Apr 2021

Posting Lifespan: Any Duration

# Job Postings Summary

<p>451,600 Unique Postings 2.56M Total Postings</p>	<p>6 : 1 Posting Intensity Regional Average: 5 : 1</p> 	<p>38 days Median Posting Duration Regional Average: 32 days</p>
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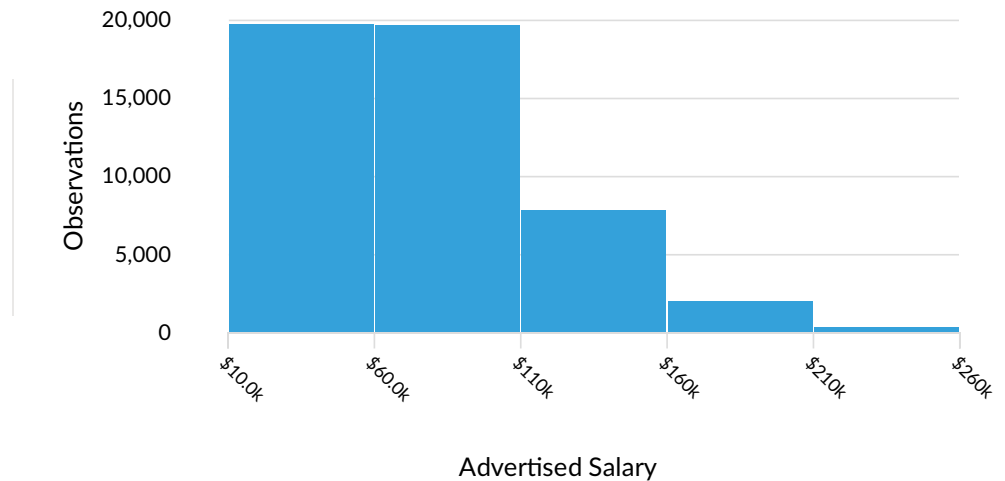
There were 2.56M total job postings for your selection from February 2020 to April 2021, of which 451,600 were unique. These numbers give us a Posting Intensity of 6-to-1, meaning that for every 6 postings there is 1 unique job posting.

This is close to the Posting Intensity for all other occupations and companies in the region (5-to-1), indicating that they are putting average effort toward hiring for this position.

## Advertised Salary

There are 49,540 advertised salary observations (11% of the 451,600 matching postings).

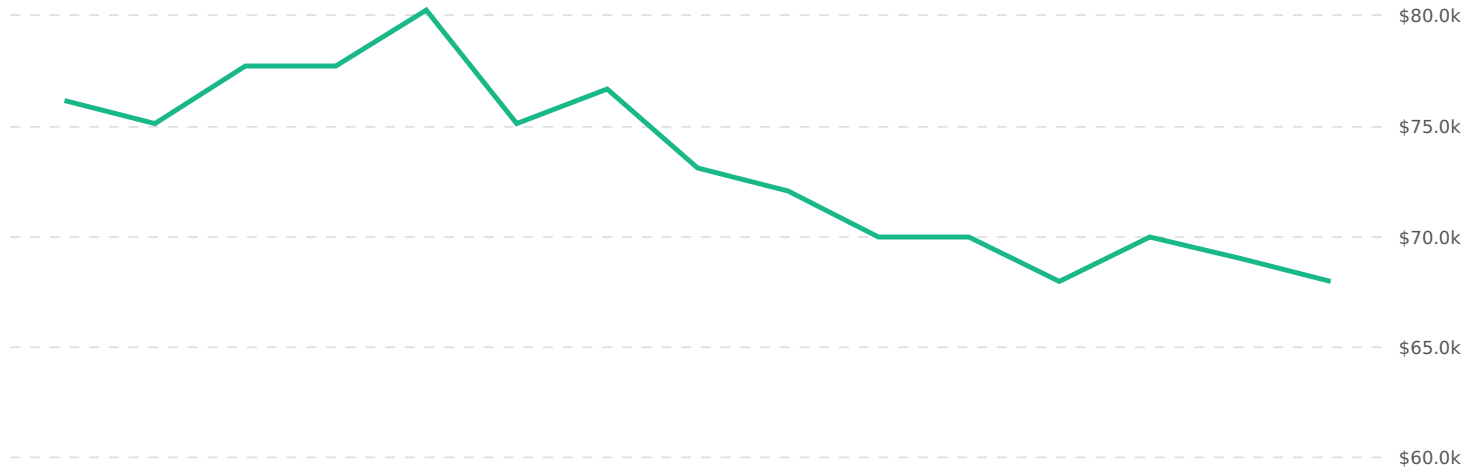
**\$70.0K**  
Median Advertised Salary



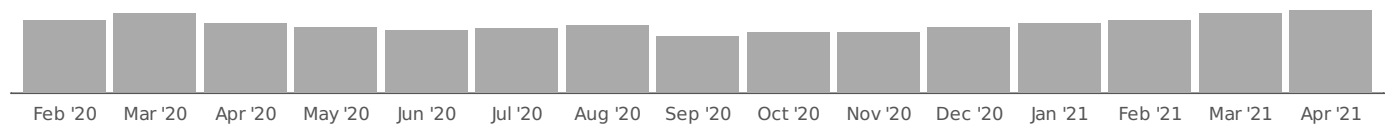
# Advertised Wage Trend

▼ 10.8% Feb 2020 - Apr 2021

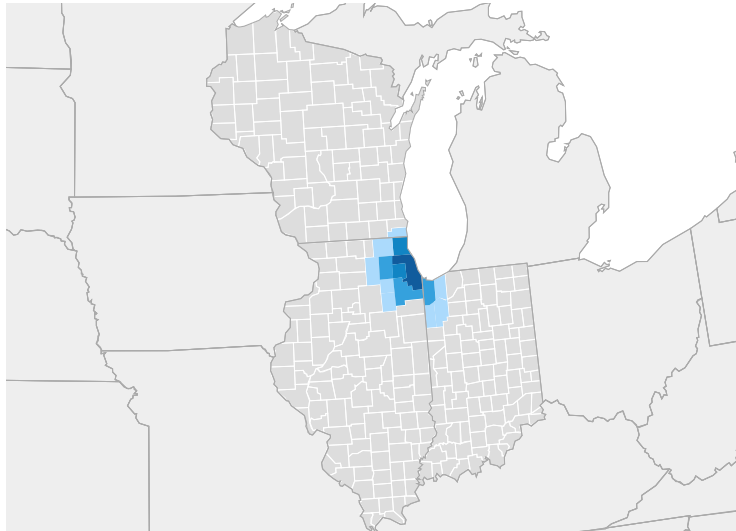
\$70.0k Median



451,600 Job Postings

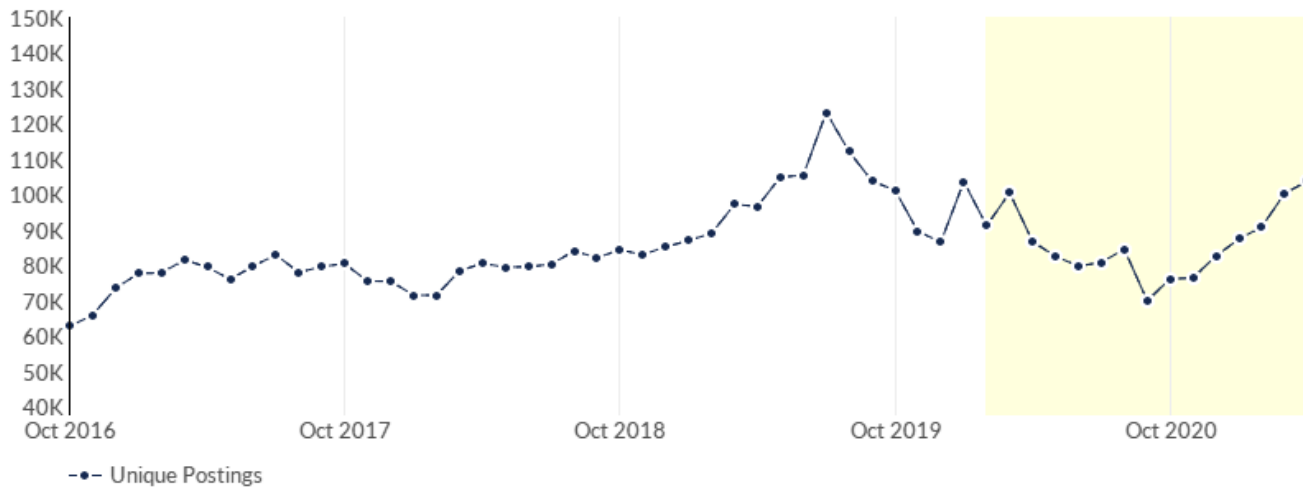


## Job Postings Regional Breakdown



County	Unique Postings (Feb 2020 - Apr 2021)
Cook County, IL	304,234
Lake County, IL	54,503
DuPage County, IL	46,280
Will County, IL	11,855
Kane County, IL	10,160

# Unique Postings Trend



Month	Unique Postings	Posting Intensity
Sep 2021	122,059	7 : 1
Aug 2021	121,619	7 : 1
Jul 2021	117,626	7 : 1
Jun 2021	108,670	7 : 1
May 2021	105,870	7 : 1
Apr 2021	103,730	7 : 1
Mar 2021	100,295	7 : 1
Feb 2021	90,806	7 : 1
Jan 2021	87,310	7 : 1
Dec 2020	82,552	8 : 1
Nov 2020	76,335	8 : 1
Oct 2020	76,046	8 : 1

## Education & Experience Breakdown











Education Level	Unique Postings	% of Total
No Education Listed	0	0%
High school or GED	33,619	7%
Associate's degree	24,275	5%
Bachelor's degree	451,600	100%
Master's degree	87,746	19%
Ph.D. or professional degree	16,535	4%

Minimum Experience	Unique Postings	% of Total
No Experience Listed	91,181	20%
0 - 1 Years	72,183	16%
2 - 3 Years	141,787	31%
4 - 6 Years	101,539	22%
7 - 9 Years	28,342	6%
10+ Years	16,568	4%

# Top Companies Posting

	Total/Unique (Feb 2020 - Apr 2021)	Posting Intensity	Median Posting Duration
Oracle Corporation	136,079 / 20,193	7 : 1 	51 days
AbbVie Inc.	38,222 / 7,374	5 : 1 	41 days
Robert Half International Inc.	36,982 / 5,479	7 : 1 	42 days
Anthem, Inc.	13,800 / 3,844	4 : 1 	24 days
Pricewaterhousecoopers LLP	15,889 / 3,746	4 : 1 	9 days
Deloitte LLP	25,918 / 3,493	7 : 1 	46 days
Abbott Laboratories	36,192 / 3,318	11 : 1 	39 days
Kpmg LLP	48,497 / 2,682	18 : 1 	49 days
Accenture PLC	23,738 / 2,425	10 : 1 	46 days
The University of Chicago	18,104 / 2,419	7 : 1 	55 days
JPMorgan Chase & Co.	36,161 / 2,408	15 : 1 	46 days
Randstad N.V.	21,464 / 2,277	9 : 1 	33 days
Walgreens Company	27,990 / 2,228	13 : 1 	45 days
Michael Page International, Inc.	11,357 / 2,094	5 : 1 	62 days
University of Illinois At Chicago	8,789 / 2,025	4 : 1 	38 days
Creative Financial Staffing LLC	9,088 / 2,011	5 : 1 	49 days
Northwestern Memorial Hospital	14,669 / 1,929	8 : 1 	41 days
Hired	6,419 / 1,917	3 : 1 	23 days
Kelly Services, Inc.	9,925 / 1,907	5 : 1 	79 days
CVS Health Corporation	22,470 / 1,715	13 : 1 	40 days
Growing People and Companies	5,845 / 1,631	4 : 1 	30 days
Amazon.com, Inc.	5,787 / 1,582	4 : 1 	26 days
Humana Inc.	9,338 / 1,487	6 : 1 	35 days
Uline, Inc.	11,472 / 1,477	8 : 1 	56 days
Medline Industries, Inc.	9,858 / 1,379	7 : 1 	40 days
Discover LLC	12,570 / 1,358	9 : 1 	38 days
Aerotek, Inc.	6,674 / 1,316	5 : 1 	17 days
Microsoft Corporation	6,724 / 1,295	5 : 1 	41 days













The LaSalle Network Inc	3,776 / 1,292	3 : 1		27 days
United States Department of the Navy	6,314 / 1,186	5 : 1		32 days
Discover Financial Services	10,354 / 1,164	9 : 1		44 days
Exelon Corporation	10,258 / 1,160	9 : 1		30 days
Baxter International Inc.	6,667 / 1,131	6 : 1		49 days
Northwestern University	4,774 / 1,130	4 : 1		45 days
Rush University	6,226 / 1,112	6 : 1		41 days
Gamestop, Inc.	3,911 / 1,100	4 : 1		61 days
Allstate Corporation	13,396 / 1,096	12 : 1		38 days
Cdw Corporation	13,666 / 1,093	13 : 1		39 days
Chicago Public Schools	6,779 / 1,083	6 : 1		94 days
Salesforce.com, Inc.	9,670 / 1,051	9 : 1		48 days
Jones Lang Lasalle Incorporated	9,606 / 1,046	9 : 1		65 days
CAP GEMINI	6,926 / 989	7 : 1		46 days
Northern Trust Corporation	7,154 / 988	7 : 1		48 days
N & A Inc	3,101 / 969	3 : 1		81 days
Advocate Health and Hospitals Corporation	6,241 / 963	6 : 1		36 days
Capital One Financial Corporation	5,467 / 943	6 : 1		12 days
MarketingCrossing	3,038 / 910	3 : 1		23 days
Ernst & Young LLP	6,022 / 891	7 : 1		53 days
Motorola Solutions, Inc.	10,543 / 884	12 : 1		45 days
Federal Bureau of Investigation	2,248 / 865	3 : 1		15 days

# Top Cities Posting

City	Total/Unique (Feb 2020 - Apr 2021)	Posting Intensity	Median Posting Duration
Chicago, IL	1,316,271 / 219,556	6 : 1 	43 days
Deerfield, IL	82,427 / 11,866	7 : 1 	40 days
Schaumburg, IL	48,863 / 8,106	6 : 1 	35 days
North Chicago, IL	39,995 / 6,397	6 : 1 	38 days
Northbrook, IL	44,175 / 6,071	7 : 1 	36 days
Itasca, IL	35,795 / 6,067	6 : 1 	44 days
Downers Grove, IL	35,323 / 5,966	6 : 1 	34 days
Lombard, IL	34,073 / 5,751	6 : 1 	44 days
Westchester, IL	32,130 / 5,638	6 : 1 	42 days
Aurora, IL	23,073 / 4,680	5 : 1 	32 days
Oak Brook, IL	23,742 / 4,452	5 : 1 	36 days
Des Plaines, IL	23,528 / 4,239	6 : 1 	33 days
Lake Forest, IL	36,030 / 4,194	9 : 1 	39 days
Evanston, IL	20,750 / 3,971	5 : 1 	36 days
Rosemont, IL	18,684 / 3,920	5 : 1 	34 days
Waukegan, IL	22,742 / 3,850	6 : 1 	43 days
Joliet, IL	17,605 / 3,408	5 : 1 	33 days
Lisle, IL	20,597 / 3,354	6 : 1 	37 days
Elk Grove Village, IL	16,126 / 3,036	5 : 1 	34 days
Skokie, IL	10,832 / 2,856	4 : 1 	30 days
Lincolnshire, IL	18,792 / 2,737	7 : 1 	36 days
Kenosha, WI	17,136 / 2,693	6 : 1 	37 days
Elgin, IL	13,344 / 2,655	5 : 1 	32 days
Buffalo Grove, IL	16,935 / 2,635	6 : 1 	35 days
Bolingbrook, IL	12,743 / 2,465	5 : 1 	34 days
Rolling Meadows, IL	17,847 / 2,354	8 : 1 	39 days

Riverwoods, IL	19,872 / 2,332	9 : 1		47 days
Vernon Hills, IL	14,012 / 2,263	6 : 1		34 days
Arlington Heights, IL	10,339 / 2,150	5 : 1		33 days
Pleasant Prairie, WI	19,592 / 2,019	10 : 1		52 days
Oakbrook Terrace, IL	10,764 / 1,957	6 : 1		34 days
Libertyville, IL	12,274 / 1,919	6 : 1		38 days
Hoffman Estates, IL	12,769 / 1,782	7 : 1		37 days
Glenview, IL	8,291 / 1,760	5 : 1		36 days
Gurnee, IL	8,429 / 1,596	5 : 1		30 days
Hammond, IN	8,235 / 1,594	5 : 1		33 days
Elmhurst, IL	6,077 / 1,394	4 : 1		30 days
Gary, IN	6,320 / 1,344	5 : 1		33 days
Melrose Park, IL	6,548 / 1,325	5 : 1		36 days
Green Oaks, IL	14,149 / 1,286	11 : 1		36 days
Carol Stream, IL	6,381 / 1,279	5 : 1		30 days
Merrillville, IN	5,275 / 1,258	4 : 1		31 days
Valparaiso, IN	5,100 / 1,257	4 : 1		36 days
Warrenville, IL	6,563 / 1,245	5 : 1		35 days
Addison, IL	5,073 / 1,237	4 : 1		36 days
Tinley Park, IL	5,268 / 1,210	4 : 1		31 days
Crystal Lake, IL	6,161 / 1,200	5 : 1		29 days
Orland Park, IL	5,704 / 1,193	5 : 1		32 days
Romeoville, IL	6,233 / 1,182	5 : 1		34 days
Bannockburn, IL	6,321 / 1,163	5 : 1		35 days

# Top Posted Occupations





















	Total/Unique (Feb 2020 - Apr 2021)	Posting Intensity	Median Posting Duration
Software Developers and Software Quality Assurance Analysts and Testers	204,276 / 31,222	7 : 1 	40 days
Marketing Managers	139,668 / 24,424	6 : 1 	39 days
Computer Occupations, All Other	130,520 / 19,928	7 : 1 	42 days
Accountants and Auditors	119,258 / 19,795	6 : 1 	39 days
Sales Managers	79,705 / 15,381	5 : 1 	39 days
Financial Managers	92,373 / 13,763	7 : 1 	40 days
Management Analysts	81,119 / 12,780	6 : 1 	39 days
Personal Service Managers, All Other; Entertainment and Recreation Managers, Except Gambling; and Managers, All Other	59,574 / 10,807	6 : 1 	36 days
Computer Systems Analysts	65,374 / 9,938	7 : 1 	38 days
Market Research Analysts and Marketing Specialists	52,352 / 9,739	5 : 1 	38 days

# Top Posted Job Titles

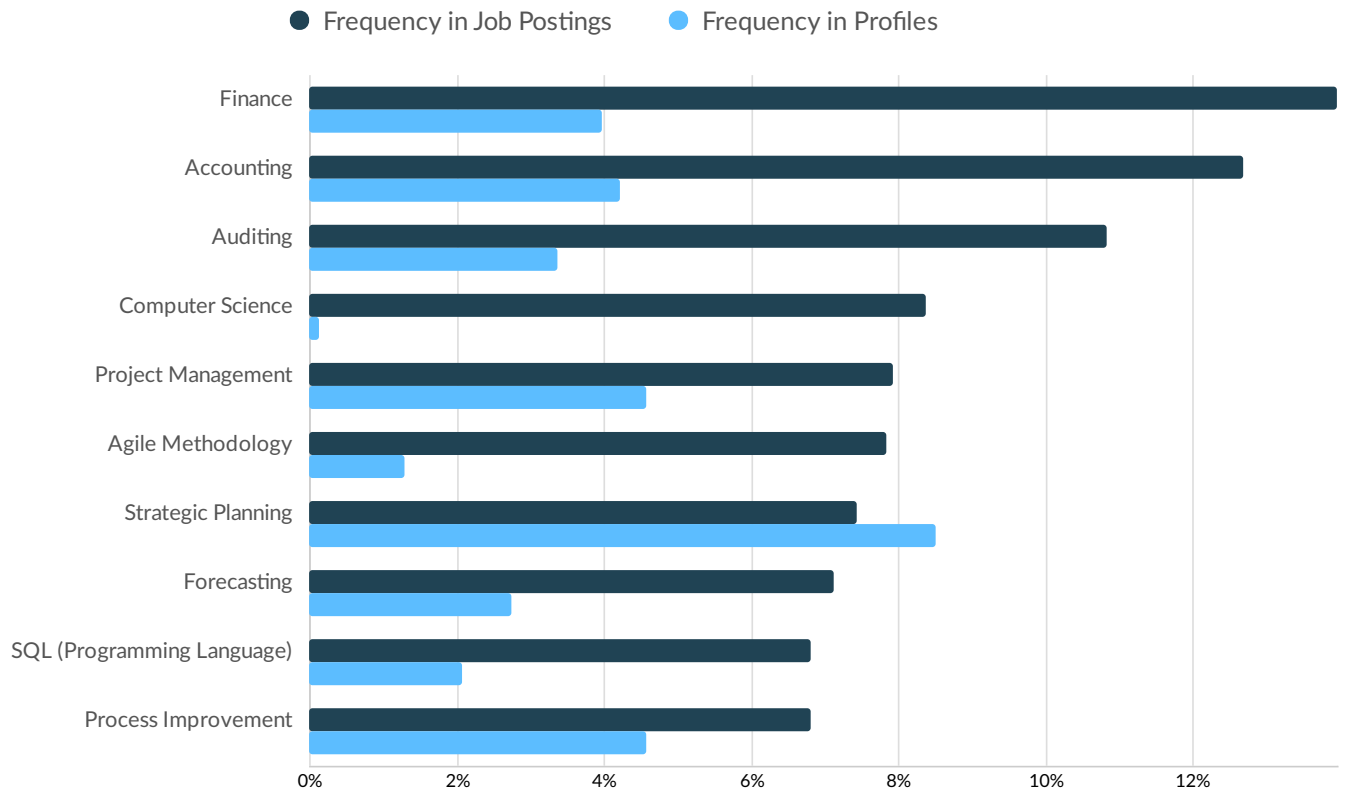
	Total/Unique (Feb 2020 - Apr 2021)	Posting Intensity	Median Posting Duration
Accountants	12,156 / 2,451	5 : 1	34 days
Software Engineers	15,678 / 2,401	7 : 1	39 days
Project Managers	11,604 / 2,321	5 : 1	37 days
Staff Accountants	9,684 / 2,096	5 : 1	34 days
CDL-A Truck Drivers	3,991 / 1,615	2 : 1	57 days
Account Executives	8,687 / 1,600	5 : 1	45 days
Financial Analysts	10,242 / 1,402	7 : 1	37 days
Dedicated CDL-A Truck Drivers	4,175 / 1,395	3 : 1	56 days
Financial Analysis Managers	8,509 / 1,189	7 : 1	37 days
Account Managers	6,532 / 1,189	5 : 1	45 days
DevOps Engineers	5,120 / 1,180	4 : 1	32 days
Product Managers	6,705 / 1,125	6 : 1	46 days
Software Developers	8,210 / 1,122	7 : 1	42 days
Business Analysts	7,563 / 1,040	7 : 1	37 days
Program Managers	5,281 / 925	6 : 1	38 days
Human Resources Generalists	3,778 / 898	4 : 1	33 days
Administrative Assistants	4,192 / 891	5 : 1	36 days
Accounting Managers	3,949 / 858	5 : 1	36 days
Special Education Teachers	3,279 / 848	4 : 1	32 days
Business Development Managers	3,978 / 843	5 : 1	38 days
Human Resources Managers	4,328 / 834	5 : 1	38 days
Controllers	3,568 / 830	4 : 1	37 days
Tax Managers	4,532 / 773	6 : 1	42 days
Front End Engineers	4,355 / 764	6 : 1	31 days
Registered Nurses	6,544 / 752	9 : 1	37 days
Systems Engineers	4,646 / 748	6 : 1	40 days
Solutions Architects	3,967 / 709	6 : 1	46 days
Java Developers	6,340 / 700	9 : 1	47 days

Software Engineers Joinoci-Edge	3,757 / 689	5 : 1		45 days
Human Resources Business Partners	3,376 / 687	5 : 1		37 days
Operations Managers	3,707 / 680	5 : 1		38 days
Electrical Engineers	3,424 / 674	5 : 1		33 days
Directors of Business Development	4,106 / 672	6 : 1		41 days
Sales Representatives	3,046 / 670	5 : 1		41 days
Marketing Managers	3,104 / 666	5 : 1		40 days
Assistant Managers	4,130 / 662	6 : 1		46 days
General Managers	2,559 / 646	4 : 1		39 days
Business Systems Analysts	4,178 / 604	7 : 1		36 days
Management Trainees	3,101 / 588	5 : 1		60 days
Data Engineers	3,748 / 576	7 : 1		43 days
Mechanical Engineers	3,259 / 568	6 : 1		37 days
Site Reliability Engineers	2,655 / 566	5 : 1		22 days
Regional Sales Managers	2,504 / 562	4 : 1		40 days
Web Technology Specialists	1,716 / 560	3 : 1		7 days
Financial Planning and Analysis Analysts	3,324 / 555	6 : 1		38 days
Principals	3,819 / 545	7 : 1		40 days
Back End Engineers	2,449 / 543	5 : 1		29 days
Store Retail Staff	1,493 / 536	3 : 1		82 days
Customer Success Managers	2,659 / 527	5 : 1		49 days
Network Engineers	3,694 / 523	7 : 1		40 days

# Top Industries

	Total/Unique (Feb 2020 - Apr 2021)	Posting Intensity	Median Posting Duration
Professional, Scientific, and Technical Services	461,044 / 77,514	6 : 1 	38 days
Administrative and Support and Waste Management and Remediation Services	344,885 / 64,908	5 : 1 	37 days
Manufacturing	332,120 / 55,548	6 : 1 	40 days
Finance and Insurance	284,940 / 40,697	7 : 1 	39 days
Information	251,723 / 39,294	6 : 1 	44 days
Health Care and Social Assistance	158,121 / 29,260	5 : 1 	37 days
Retail Trade	160,977 / 25,958	6 : 1 	38 days
Educational Services	79,042 / 16,703	5 : 1 	41 days
Wholesale Trade	77,756 / 12,521	6 : 1 	40 days
Other Services (except Public Administration)	39,719 / 9,631	4 : 1 	37 days
Transportation and Warehousing	37,457 / 7,563	5 : 1 	41 days
Real Estate and Rental and Leasing	46,735 / 7,519	6 : 1 	43 days
Accommodation and Food Services	32,727 / 6,857	5 : 1 	43 days
Public Administration	28,878 / 6,154	5 : 1 	24 days
Construction	26,377 / 6,128	4 : 1 	38 days
Utilities	13,717 / 1,925	7 : 1 	30 days
Arts, Entertainment, and Recreation	5,711 / 1,639	3 : 1 	35 days
Management of Companies and Enterprises	9,054 / 1,604	6 : 1 	48 days
Agriculture, Forestry, Fishing and Hunting	7,378 / 1,334	6 : 1 	44 days
Mining, Quarrying, and Oil and Gas Extraction	1,949 / 400	5 : 1 	37 days

# Top Hard Skills



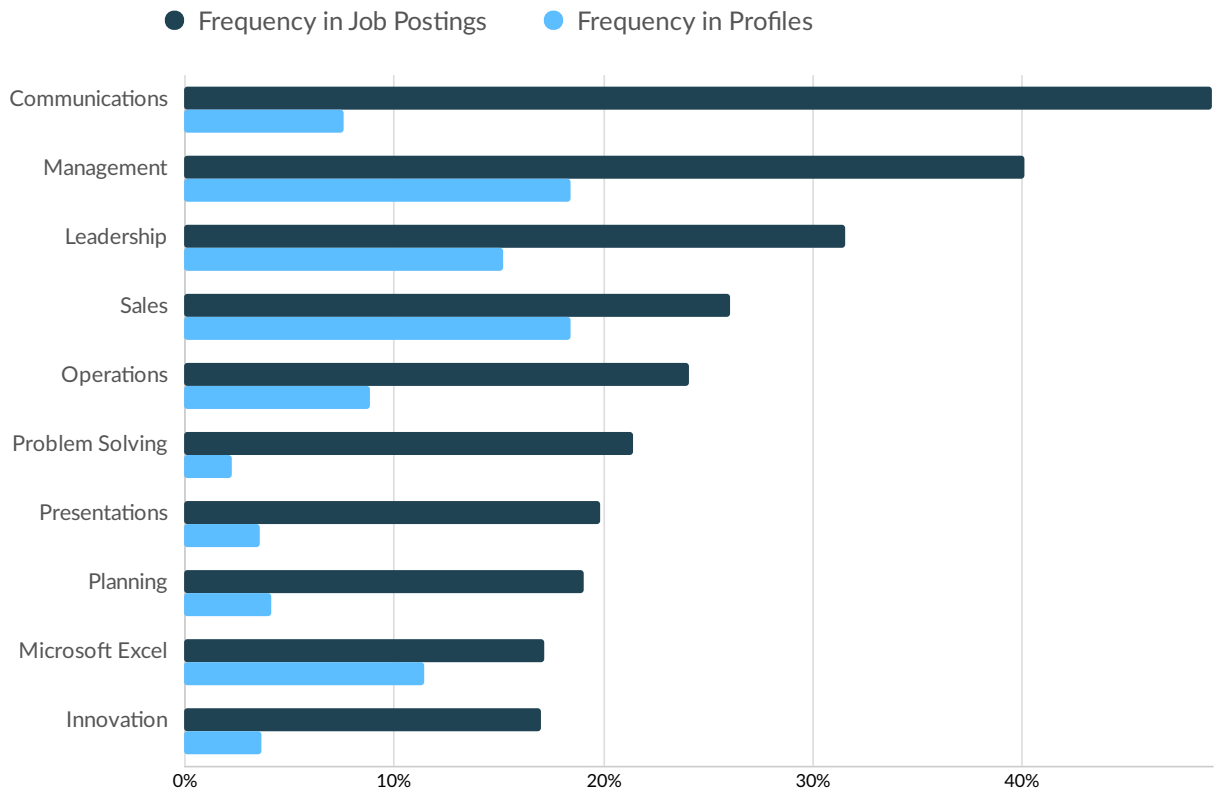
Skills	Postings	% of Total Postings	Profiles	% of Total Profiles
Finance	63,048	14%	150,881	4%
Accounting	57,302	13%	160,650	4%
Auditing	48,898	11%	128,175	3%
Computer Science	37,818	8%	4,943	0%
Project Management	35,809	8%	174,135	5%
Agile Methodology	35,394	8%	49,534	1%
Strategic Planning	33,551	7%	324,123	9%
Forecasting	32,225	7%	104,667	3%
SQL (Programming Language)	30,763	7%	78,755	2%
Process Improvement	30,720	7%	174,613	5%
New Product Development	30,714	7%	124,191	3%
Data Analysis	29,635	7%	138,589	4%
Automation	28,825	6%	45,518	1%
Business Development	28,623	6%	173,702	5%
Budgeting	28,127	6%	111,018	3%



Customer Relationship Management	26,680	6%	122,378	3%
Selling Techniques	26,523	6%	90,773	2%
Python (Programming Language)	24,736	5%	34,391	1%
Business Process	23,950	5%	42,030	1%
Java (Programming Language)	22,761	5%	48,840	1%
Software Engineering	22,740	5%	38,829	1%
Financial Statements	22,081	5%	79,297	2%
Key Performance Indicators (KPIs)	20,978	5%	23,003	1%
Software Development	19,645	4%	55,473	1%
Supply Chain	19,071	4%	64,599	2%
Salesforce.Com	19,048	4%	67,395	2%
Amazon Web Services	18,973	4%	12,370	0%
Financial Services	18,570	4%	76,503	2%
Business Requirements	18,387	4%	14,637	0%
Product Management	18,157	4%	65,456	2%
Pharmaceuticals	17,325	4%	47,978	1%
Customer Satisfaction	17,298	4%	117,923	3%
Business Strategies	17,098	4%	89,879	2%
Scalability	16,926	4%	8,615	0%
Risk Management	16,272	4%	79,439	2%
Purchasing	16,036	4%	107,783	3%
Change Management	16,020	4%	70,457	2%
Microsoft Azure	16,016	4%	6,508	0%
Customer Experience	15,423	3%	36,661	1%
JavaScript (Programming Language)	15,341	3%	39,430	1%
Financial Analysis	15,336	3%	114,242	3%
Economics	14,903	3%	30,519	1%
Strategic Business Unit	14,901	3%	19,499	1%
Billing	14,832	3%	66,817	2%

Thought Leadership	14,781	3%	10,817	0%
Corrective And Preventive Action (CAPA)	14,630	3%	15,133	0%
Procurement	14,611	3%	50,588	1%
Operating Systems	14,247	3%	20,751	1%
Software as a Service (SaaS)	14,067	3%	34,337	1%
Information Systems	13,782	3%	16,391	0%

# Top Common Skills



Skills	Postings	% of Total Postings	Profiles	% of Total Profiles
Communications	221,786	49%	290,515	8%
Management	181,322	40%	703,694	18%
Leadership	142,762	32%	580,171	15%
Sales	117,942	26%	703,484	18%
Operations	108,997	24%	337,386	9%
Problem Solving	96,794	21%	85,611	2%
Presentations	89,815	20%	136,496	4%
Planning	86,071	19%	158,910	4%
Microsoft Excel	77,733	17%	437,028	11%
Innovation	77,164	17%	139,664	4%

# Top Qualifications

	Postings with Qualification
Associate Degree In Nursing	1,234
Bachelor Of Science in Business	14,714
Bachelor Of Science in Business Administration	3,324
Bachelor Of Science in Nursing (BSN)	4,070
Bachelor Of Science In Pharmacy	724
Certified Ethical Hacker	736
Certified Financial Planner	985
Certified Fraud Examiner	985
Certified Information Security Manager	1,912
Certified Information System Auditor (CISA)	3,051
Certified Information Systems Security Professional	4,818
Certified In Production And Inventory Management	706
Certified Internal Auditor	2,372
Certified Nursing Assistant	875
Certified Power Quality Professional	923
Certified Public Accountant	9,479
Certified Scrum Master	821
Chartered Financial Analyst	2,457
Cisco Certified Network Associate	1,400
Cisco Certified Network Professional	1,035
Commercial Driver's License (CDL)	1,449
CompTIA Security+	790
Doctor Of Pharmacy (PharmD)	1,585
Doubles Endorsement	1,473
GIAC Certifications	1,413
ITIL Certifications	1,151
Juris Doctor	654
Licensed Clinical Social Worker (LCSW)	913

Licensed Practical Nurse	1,536
Licensed Professional Engineer	1,505
Master Of Business Administration (MBA)	26,755
Master Of Laws	925
Master Of Science in Nursing (MSN)	864
Microsoft Certified Professional	861
Microsoft Certified Systems Engineer	1,165
NIST Cybersecurity Framework (CSF)	678
Professional Engineer	1,689
Professional in Human Resources	1,804
Project Management Professional Certification	6,883
Salesforce Certification	700
Salesforce Certified Administrator	661
Secret Clearance	823
Security Clearance	3,450
Senior Professional In Human Resources	1,436
Series 7 General Securities Representative License (Stockbroker)	2,048
SHRM-CP (Society for Human Resource Management Certified Professional)	686
Six Sigma Black Belt Certification	685
Six Sigma Green Belt Certification	1,007
Top Secret-Sensitive Compartmented Information (TS/SCI Clearance)	1,258
Top Secret Clearance	1,420

# Appendix A

## Top Posting Sources

Website	Postings on Website (Feb 2020 - Apr 2021)
Nexxt.com	127,274
Illinois.gov	104,891
Worksourcewa.com	60,402
Employmentcrossing.com	57,175
Careerboard.com	45,555
Learn4good.com	42,328
Monster.com	38,549
Careerbuilder.com	31,451
Jobs.net	30,500
Neuvoo.com	30,276
Dejobs.org	29,965
Geebo.com	28,360
Nettemps.com	24,252
Disabledperson.com	23,928
Bebee.com	23,633
Gijobs.com	23,292
Resume-library.com	21,212
Whatjobs.com	19,619
Entrylevelcrossing.com	16,864
Jofdav.com	16,681
Americasjobexchange.com	15,770
Retirementjobs.com	15,510
Glassdoor.com	15,459
Jobing.com	12,910
Diversity.com	11,854

# Appendix B

## Sample Postings

### Estimators – Jobot in Markham, IL (Apr 2021 - Active)

<b>Estimator</b>	
Link to Live Job Posting: <a href="http://www.careerbuilder.com">www.careerbuilder.com</a>	
Location: Markham, IL	O*NET: 13-1051.00
Company: Jobot	Job Title: Estimators
<p>Resumen del Puesto Empresa Jobot Localidad Markham, IL Sector Industrial Arquitectura y diseño Servicios empresariales, otros Construcción: residencial y comercial/oficinas Tipo de Puesto A tiempo completo Empleado Nivel de Formación Sin especificar Experiencia Profesional Con experiencia (no gerente) Código de Referencia job-669701080 Contacto Darwin Porras Jobot Estimator Sobre el Puesto Leading construction firm in Illinois is looking for an Estimator This Jobot Job is hosted by: Darwin Porras Are you a fit? Easy Apply now by clicking the "Apply at employer's site" button and sending us your resume.</p> <p><b>A bit about us:</b></p> <p>Leading Construction company in Chicagoland. We provide quality preconstruction, construction management, general contracting and design-build services. Our experience and attention to detail, passion for work and executive involvement are the groundwork we bring on every project. Why join us? We provide all of our employees with an exceptional compensation package including: Competitive Base Salary Performance based Bonuses PTO Holiday Pay Health, Dental and Vision Insurance 401k matching Job Details Job Duties and Responsibilities</p> <ul style="list-style-type: none"><li>• Reviews and evaluates requests for estimates.</li><li>• Reviews estimates and revisions for completeness and accuracy.</li><li>• Reviews construction documents and understands scope of work to bid.</li><li>• Prepare cost analysis by recapitulating material, labor, equipment, subcontractor, and overhead costs occurred in door industry projects. Skills and Experience Requirements</li><li>• 3-5 years of experience as an Estimator on Relevant Construction Required</li><li>• Experience estimating multiple projects.</li><li>• Experience estimating overhead doors Required.</li><li>• B.S. Degree in Engineering, Construction Management, or related field is Preferred although not mandatory with solid experience.</li><li>• Flexibility to effectively deal with changing priorities and timelines through analytical problem-solving.</li></ul> <p>Interested in hearing more? Easy Apply now by clicking the "Apply at employer's site" button.</p>	

# Sourcing Managers – Newell Rubbermaid Inc. in Chicago, IL (Apr 2021 - May 2021)

## Sourcing Manager Apply

Link to Live Job Posting: Posting is no longer active

Location: Chicago, IL

O\*NET: 11-3061.00

Company: Newell Rubbermaid Inc.

Job Title: Sourcing Managers

New Search Request Jobs By Email Sourcing Manager Sourcing Manager Newell Rubbermaid Location:  
(60805)

Illinois, United States Salary:

Competitive Type:

Permanent Main Industry:

Search Retail &

Wholesale Jobs Job ID:

110470303

Company:

Newell Rubbermaid Posted On:

30 April 2021

Summary:

The Sourcing Manager drives the process from seasonal development of product to manufacturing in alignment with category, quality, delivery and financial strategies and provides leadership and guidance to Newell Brands sourcing specialists with the aim to allocate and develop products and suppliers who can produce high quality goods meeting Newell Brands' Outdoor and Recreation standards of quality, on time delivery, competitive pricing and supply compliance. The Sourcing Manager will diagnose and resolve complex issues and opportunities within business sourcing models. The Sourcing Manager will demonstrate broad knowledge of sourcing functions and its capabilities to support day-to-day tactical and strategic objectives.

Responsibilities:

Own general management of OAR sourcing day to day activities, provide leadership to reports, performance management, team coaching and development, and regular reporting to Sourcing Director. Coordinate efforts and set direction for business units' cross-functional project and activities. Support the product development needs of the various category managers and sales teams as well as being the focal point for key communication between OAR and vendor worldwide. Develop RFI and RFQ proposal, analyzes responses, complies and summarize report and formulate recommendations for management review. Support the goals of materials, development and procurement teams on resourcing projects. Drive the supplier selection and onboarding process. Maintain vendor scorecard with KPIs that report performance. Manage, analyze and report on costing process, labor and materials trends and support vendor price negotiation. Vendor



## Capabilities

- Verify and qualify factory capabilities by performing on site visits and production/process audits. Insure OAR will receive product as requested within the appropriate timeframes. Adequate Vendor Base
- Ensure an adequate vendor base by continually identifying needs, qualifying and developing competitive, socially compliant suppliers, with matched capabilities to product types. Define and Negotiate OAR needs with Vendors
- Define product concepts and negotiates product minimums, lead-time and costing with suppliers. Maintain cutting edge of Product Development
- Continually challenging suppliers for product innovation, new materials or capabilities and applications to insure OAR is at cutting edge of product development. Participate in new product development introduction, value engineering and value added and other cost saving activities. Insure competitiveness in the marketplace
- Negotiate with suppliers on costs, manage quoting process, inventories, lead time, capacity, MOQ, quality, and production schedules. Monitor regulations, rates and pricing
- Constantly monitor regulations, foreign exchange rates and commodity pricing to gain leverage when in negotiations and re-negotiations with suppliers. Product Claims
- Negotiate on product claims to determine responsibility for claim, to work out agreements, and to avoid the financial cost of supplier's mistakes. Keeper of OAR reputation
- Conducts business in a fair, ethical and honorable way and thus maintains and enhances the positive reputation OAR enjoys worldwide with their outsource supplier base.

Develop and implement cost-reduction/benchmarking programs. Create costing scenarios for category managers to review. Validate special projects viability in terms of vendor compatibility and capacity. Develop calendars and SOPs for team to follow, reports/escalates to Director. Create and submit regular performance reports on team and vendors. Evaluate and re-assign workload as needed.

## Qualifications:

A university degree in Supply Chain, Business

- or work-related field.

A minimum five years of purchasing related work experience. Proficiency in working with complicated MS Excel models, pivot tables and macros and PowerPoint. Retail goods industry experience sourcing fast moving consumer goods. Excellent management and communication skills; people manager experience. Strategic thinker. Team player, particularly an ability to find and nurture talent. Strong communication verbal and written communication process. Demonstrated negotiation, time management and project management skills. The ability to prioritize jobs and tasks, for self and staff. Willing to take challenges and work under pressure. Ability to travel up to 25% Experience in a company with international exposure in a management role preferred. Apply For This Job Add to job basket Email me jobs Find similar jobs Search for other jobs

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## Engagement Managers – Aon PLC in Chicago, IL (Apr 2021 - May 2021)

### Carrier Engagement Manager Apply

Link to Live Job Posting: Posting is no longer active

Location: Chicago, IL

O\*NET: 11-3071.01

Company: Aon PLC

Job Title: Engagement Managers

New Search Request Jobs By Email Carrier Engagement Manager Carrier Engagement Manager Aon Location:

(60805)

Illinois, United States Salary:

Competitive Type:

Permanent Main Industry:

Search Customer Service &

Call Centre Jobs Job ID:

110431385

Company:

Aon Posted On:

30 April 2021 Aon is Hiring a Carrier Engagement Manager We have an exciting leadership opportunity to join the Aon U.S. Health Solutions Broking Team as a Carrier Engagement Manager (CEM). The Carrier Engagement team leads Aons U.S. Health Solutions national relationships with a full spectrum of carriers and vendors throughout the healthcare supply chain. This position will support Aon U.S. Health Solutions across multiple business units and will play a critical role in advancing imperatives tied to growth, retention, engagement, and cross-functional leadership. Our connectivity throughout organizations, as well as our strategic engagement approach is a differentiated capability that maximizes client and firm value. The preferred office locations for this position are Atlanta, GA, New York, NY, or Chicago/Lincolnshire, IL, but other Aon offices or a virtual arrangement may also be considered.

Job Overview:

The Carrier Engagement Manager will be the national business liaison for 8-10 carriers and/or vendors with whom U.S. Health Solutions has ongoing business connections. The CEM works closely with Aon's 1,200+ client-facing consultants and leaders, the U.S. Structured Portfolio Solutions (SPS) team, and specialty groups focused on voluntary benefits, pharmacy, emerging vendors, absence management, and ancillary benefits solutions. As a national business leader, the CEM is responsible for representing the business in negotiations, contracting, complex issue resolution, and business operations.

Your Impact As A Carrier Engagement Manager:

Job Responsibilities:

Owns and actively manages the overall Health Solutions relationship with 8-10 carriers, and actively supports enterprise-wide, and cross-firm initiatives; Serve as Aon's carrier and vendor subject matter experts, with deep knowledge of products, capabilities, infrastructure and marketplace position Builds direct relationships with key executives, leaders, and stakeholders at each assigned carrier, across business functions (eg distribution, product, service and account management); Escalate and resolve complex client challenges through established leadership connectivity and customer lifecycle knowledge Optimize revenue generation opportunities through competitive compensation negotiations Drive engagement strategies between internal and external stakeholders, leaders, and executive teams Maintains repository of relevant relationship data points, history, interactions, status and issues; Synthesizes data to inform Aon and carrier executive/senior leadership as needed; Coordinates and facilitates meetings and materials between Aon leadership and carrier teams; Tracks/project manages key initiatives, deliverables and follow-ups between Aon and carriers; Fosters appropriate balance between influencing, advocating for and driving solutions; Works closely with Aon SPS and Health Solutions specialty practice teams to deliver client value through consistent deliverables; Provides coaching to Health Solutions colleagues on working with carriers;

### Key Leadership Dimensions:

Stakeholder Value Builds relationships, triages/identifies/articulates issues, addresses/resolves problems and drives win-win solutions for clients, carriers and Aon; Unmatched Teams Coaches others to present facts and ideas in an effective way; recognizes excellent performance and provides constructive feedback in an action-oriented manner; Innovation Demonstrates a breadth of knowledge and experience; implements new ideas that improve team effectiveness; Business Results Manages carrier, client and stakeholder expectations; delivers value without compromising quality; Values Serves as role model to carriers and Aon colleagues, promoting respect and values;

### Qualifications:

10+ years of relevant consulting, broking and/or carrier experience Proven track record of building/managing complex internal and external relationships, especially at leadership and executive levels Ability to multi-task, prioritize, manage projects, and work within deadlines Highly professional work product and superior communication skills Established knowledge of health care coverages including medical, dental, vision, life, disability, stop loss, voluntary benefits, and point solutions. Ability/flexibility to travel extensively throughout the U.S. Life, Health, and Accident Insurance license Proficiency in Microsoft Office suite: PowerPoint and Excel Bachelor's degree Apply For This Job Add to job basket Email me jobs Find similar jobs Search for other jobs

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## Partner Solutions Managers – Hotwire in Chicago, IL (Apr 2021 - May 2021)

<b>Product Manager, Expedia Partner Solutions</b>	
Link to Live Job Posting: Posting is no longer active	
Location: Chicago, IL	O*NET: 11-2021.00
Company: Hotwire	Job Title: Partner Solutions Managers
<p>Product Manager, Expedia Partner Solutions Hotwire Chicago, Illinois, United States 3d ago What you'll do : Partner with stakeholders and your manager to develop new insights for research, testing and feedback loops to better understand and quantify challenges customers have. Communicate a compelling rationale and narrative to peers and partners. Plan, facilitates development, releases and measures product feature and / or products cross functionally. You will serve as the go-to person for stakeholders including engineering, design, content, for questions, clarifications and direction. Use frameworks with some guidance to align stakeholders and leadership on product feature decisions. You will have a point of view and recommended approach and hear and incorporate feedback. Weigh and trade off product scope vs. predicted metrics impact. Who you are : Bachelor's, Masters or PhD degree in Economics, Statistics, Mathematics, Engineering or a related Technical field; or Equivalent related professional experience. An understanding of the fundamental core Product Management skills e.g., Agile Practices, communication, data science principles, listening, scientific method, reverse engineering, influence and risk taking. A solid understanding of decision-making frameworks and can develop advanced frameworks to test hypotheses. Experienced in owning product areas and related product development lifecycle Report this job Thank you for reporting this job! Your feedback will help us improve the quality of our services.</p>	

# Digital Finance Managers – in Chicago, IL (Apr 2021 - Sep 2021)

## Digital Finance Strategy Senior Manager

Link to Live Job Posting: Posting is no longer active

Location: Chicago, IL

O\*NET: 11-3031.02

Company: Unknown

Job Title: Digital Finance Managers

Job Details < back to search Digital Finance Strategy Senior Manager Location Chicago, IL, United States Posted on Apr 30, 2021 Apply for this job your email: upload resume:

### Profile Job Description We Are:

Accenture Strategy. Through deep industry expertise, analytics and insights, we empower clients to survive and thrive in the new, the now, and the unknown. To stay agile in a world dominated by change, the C-suite must keep the core business running while simultaneously identifying and investing in the new. Accenture Strategy consulting enables leaders to act quickly and confidently as they pivot to the future. Known for our ability to execute at speed, we help clients determine clear, actionable paths to competitive agility by bringing them new thinking on business and technology.

### You Are:

A Strategy Consulting guru with tons of experience in finance strategy, and top-flight leadership and management skills. Your expertise? Advising clients on data-driven strategies to transform their business operations or business model so they can crush their strategic, financial, and operational goals. As a senior manager, you're a natural at building and bringing out the best in teams. And you're a problem's worst nightmare, thanks to your prodigious analytical and creative chops. Communication and people skills? You have both in spades, along with a strong desire to work in an information systems environment.

### The Work:

Run delivery of projects to get the lay of the land of clients' digital financial strategies and grasp clients' business options in the context of global, economic, technology, and social trends. Head up teams to deliver world-class business strategy solutions and blueprints that define the finance operating model, process automation plan, and analytic insights engine supporting the broader organization's future vision. Lead teams in pinpointing the right solution to meet the needs of clients; and run teams to make sure these clients are positioned for long-term success with practical road maps for carrying out strategy, managing change, monitoring and gauging processes, and taking remedial steps. Earn the trust of senior leaders at client organizations and partner with them to create strategic solutions at the intersection of business, technology, and operations. Build relationships with clients to raise Accenture's profile as a long-term trusted advisor and partner Fortify Accenture's Finance Strategy practice and role as a thought leader by creating content and taking part in professional forums, both internal and external. Mentor junior members of the Strategy team and groom them for more responsibility. Provide overall guidance on quantitative analysis and research to generate recommendations and insights and drive outcomes

### Travel:

For now, all Accenture business travel, international and domestic, is currently restricted to client-essential sales/delivery activity only.

### Please note:

The safety and well-being of our people continues to be the top priority, and our decisions around travel are informed by government

COVID-19

response directives, recommendations from leading health authorities and guidance from a number of infectious disease experts. Read more of the job description

### Read Less Qualifications Here's What You Need:

Minimum 7 years of Finance Strategy consulting experience. Experience must include significant project management as well as business, practice, and people development Minimum 7 years of experience and expertise in one or more areas: Finance Strategy Financial Planning and Analysis Finance Operations (Process automation strategy for order to cash, procure to pay, record to report, close, consolidate, report, etc.; finance controllership; corporate governance; capital productivity Finance Specialty Areas to include tax, treasury, investor relations, and risk management Minimum 7 years of experience in the finance function, operating models and supporting organization structures, and process best practices. Minimum 7 years of experience with technologies to support-suite conversations and project delivery Strong quantitative skills and analytical thinker with 3-5 years of prior experience in driving insights using statistics or data analysis Bachelor's degree Bonus Points if: You have an MBA or equivalent graduate degree You have a solid understanding of ERP technology (SAP / Oracle) You're knowledgeable of business intelligence reporting solutions (OBIEE, Tableau, Microstrategy, Business Objects, etc.) You have knowledge of planning technologies (BPC, Hyperion, Anaplan etc.) Equal Employment Opportunity Statement Accenture is an Equal Opportunity Employer. We believe that no one should be discriminated against because of their differences, such as age, disability, ethnicity, gender, gender identity and expression, religion or sexual orientation. Our rich diversity makes us more innovative, more competitive and more creative, which helps us better serve our clients and our communities. All employment decisions shall be made without regard to age, race, creed, color, religion, sex, national origin, ancestry, disability status, veteran status, sexual orientation, gender identity or expression, genetic information, marital status, citizenship status or any other basis as protected by federal, state, or local law. Accenture is committed to providing veteran employment opportunities to our service men and women. For details, view a copy of the Accenture Equal Opportunity and Affirmative Action Policy Statement Requesting An Accommodation Accenture is committed to providing equal employment opportunities for persons with disabilities or religious observances, including reasonable accommodation when needed. If you are hired by Accenture and require accommodation to perform the essential functions of your role, you will be asked to participate in our reasonable accommodation process. Accommodations made to facilitate the recruiting process are not a guarantee of future or continued accommodations once hired. If you would like to be considered for employment opportunities with Accenture and have accommodation needs for a disability or religious observance, please

- , send us an email or speak with your recruiter.

Other Employment Statements Applicants for employment in the US must have work authorization that does not now or in the future require sponsorship of a visa for employment authorization in the United States. Candidates who are currently employed by a client of Accenture or an affiliated Accenture business may not be eligible for consideration. Job candidates will not be obligated to disclose sealed or expunged records of conviction or arrest as part of the hiring process. The Company will not discharge or in any other manner discriminate against employees or applicants because they have inquired about, discussed, or disclosed their own pay or the pay of another employee or applicant. Additionally, employees who have access to the compensation information of other employees or applicants as a part of their essential job functions cannot disclose the pay of other employees or applicants to individuals who do not otherwise have access to compensation information, unless the disclosure is (a) in response to a formal complaint or charge, (b) in furtherance of an investigation, proceeding, hearing, or action, including an investigation conducted by the employer, or (c) consistent with the Company's legal duty to furnish information. Locations IL

- Chicago,IN
- Indianapolis,MI
- Detroit,MN
- Minneapolis,MO
- St. Louis,OH
- Cleveland Requisition #: 00923239pca3lyuhf, Company info Sign Up Now
- EntryLevelCrossing.

com

# Appendix C - Data Sources and Calculations

## Emsi Job Postings

Job postings are collected from various sources and processed/enriched to provide information such as standardized company name, occupation, skills, and geography.

## State Data Sources

This report uses state data from the following agencies: Illinois Department of Employment Security; Indiana Department of Workforce Development; Wisconsin Department of Workforce Development