

Business, Finance and Information Technology **PATHWAY**

Career Cluster Areas

Business and Administration
Finance and Insurance
Information Technology
Marketing Sales and Service

Do you enjoy working with computers and technology? Do you like working with people, and leading or serving on a team? Do you like managing money? Do you enjoy solving problems? If you answered “yes” to any of these questions, then a career in Business, Finance, or Information Technology might be right for you!

For additional information related to these Career Clusters, visit <https://www.pacareerzone.org/clusters>

Erie County

In-Demand Occupations & Average Entry-Level Wages* (2019-2025)

Bachelor Degree

Financial Managers \$60,496	Software Developers, Applications \$58,585
General and Operations Managers \$54,086	Human Resource Specialists** \$38,530
Market Research Analysts and Marketing Specialists \$29,453	Accountants and Auditors** \$40,630

High School Diploma or Equivalent

Insurance Sales Agents \$34,803	Insurance Claims and Processing Clerks \$18,294
	Receptionists and Information Clerks \$17,771



OJT / Work Experience

Supervisors-Office & Administrative Support Workers** \$34,910	Supervisors-Retail Sales Workers** \$25,290
	Production, Planning & Expediting Clerks** \$27,180

Associate Degree / Some Post-Secondary

Computer Network Support Specialist** \$40,720	Bookkeeping, Accounting & Auditing Clerks** \$24,520
Computer User Support Specialist \$25,677	

*Entry level wages as reported in 2019

**Regional need as identified by 2019 High Priority Occupations for NW PA Workforce Development Area

For a list of Top 50 Erie County employers, visit: <http://bit.ly/Top50Emp>

BUSINESS, FINANCE AND INFORMATION TECHNOLOGY (BFIT) PATHWAY

This Pathway is designed to prepare students in the world of business, finance and information services

Are you interested in...	Can you...	Do you enjoy...
<ul style="list-style-type: none"> A business environment Office management Sales Computers and technology Presentations to groups Telecommunications Advertising Different work sites Record keeping 	<ul style="list-style-type: none"> Work easily with others Organize your time Work with statistics Use computers and other technology Pay attention to details Solve problems Work independently Show initiative Work on a team 	<ul style="list-style-type: none"> Meeting with groups Making budgets Organizing a project Planning an event Working with technology Selling products and services Processing numbers Preparing financial reports Following directions Learning new software programs

If you answered "yes" to many of these questions, you might consider a future in one of the sample occupations listed below.

Sample Careers

Entry	Skilled	Professional (4+ college)
<ul style="list-style-type: none"> Customer service representative Shipping and receiving clerk Telemarketer Advertising sales agent Bank teller Cashier Payroll clerk Title searcher Computer operator Accounts payable manager Administrative assistant Data entry Retail sales clerk Secretary Account executive Insurance sales agent 	<ul style="list-style-type: none"> Computer salesperson Graphic designer Retail technician Bank collection officer Claims adjuster Legal secretary Tax preparer Paralegal Computer support specialist Software engineer Computer programmer Production support analyst Desktop publisher Medical secretary Real estate agent Restaurant manager Sales representative 	<ul style="list-style-type: none"> Marketing manager Certified public accountant Economist Financial manager E-commerce analyst Securities sales representative Project manager Actuary Systems analyst Hospital administrator Human resources manager Chief executive officer Manufacturing sales representative Business analyst Sports and entertainment agent Systems software engineer