

BUSINESS, FINANCE & INFORMATION TECHNOLOGY PATHWAY

Career Cluster Areas

Management and Entrepreneurship
Financial Services
Digital Technology
Marketing and Sales

Do you enjoy working with computers and technology? Do you like working with people, and leading or serving on teams? 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 more information on these Career Clusters, visit <https://bit.ly/PAClusterFRMWRK>

Management and Entrepreneurship, Digital Technology, and Marketing and Sales are “Cross-Cutting Clusters” – skills and roles that apply across several industries, not just business. Related jobs also exist in other Pathways.

Northwest PA

(Clarion, Crawford, Erie, Forest, Venango and Warren Counties)

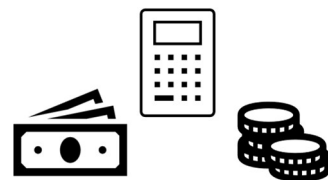
Select High Priority Jobs, Educational Attainment & Average Entry-Level Wages (2025)

Bachelor’s Degree

Human Resources Specialists \$44,970
Accountants & Auditors \$48,890
Market Research Analysts & Marketing Specialists \$39,830
General & Operations Managers \$49,810
Financial Managers \$77,130
Buyers & Purchasing Agents \$43,860

Related Work Experience

Supervisors – Retail Sales Workers \$33,700*
Executive Secretaries & Admin. Assistants \$53,260*
Supervisors – Office & Admin. Support Workers \$43,150



Short- or Moderate-Term OJT

Sales Representatives \$40,460
Sales Representatives – Services \$34,180
Insurance Sales Agents \$40,140
Secretaries & Administrative Assistants \$31,080

Post-Secondary / Associate’s Degree / Associate’s Degree+

Bookkeeping, Accounting & Auditing Clerks \$33,200
Computer User Support Specialists \$39,120
Computer Network Support Specialists \$53,880*

*Not on NWPA High Priority Occupations List, but included on the statewide PA In-Demand Occupations List (PA IDOL)
For a list of Top 50 Employers by county, visit <http://bit.ly/Top50Emps>

BUSINESS, FINANCE & INFORMATION TECHNOLOGY PATHWAY

This Pathway is designed to prepare individuals in the world of business, finance, technology, and marketing services – fields that also connect to nearly every other industry in the region.

Are you interested in...

A business environment
Office management
Sales
Computers and technology
Presentations to groups
Telecommunications
Record keeping

Are you able to...

Work easily with others
Organize your time
Work with statistics
Use computers and other technology
Pay attention to detail
Solve problems
Show initiative

Do you enjoy...

Meeting with groups
Making budgets
Organizing a project
Planning an event
Working with technology
Selling products and services
Learning new software

If you answered “yes” to many of these questions, you might consider a future in one of the occupations listed on the front of this flyer, or below.

Additional PA In-Demand Occupations

Short- or Moderate Term OJT / Related Work Experience

Billing & Posting Clerks
Counter & Rental Clerks
Office Clerks, General
Parts Salespersons
Real Estate Sales Agents
And more...

Long Term OJT / Post-Secondary/ Associate’s Degree

Claims Adjusters, Examiners
& Investigators
Telecommunications Equipment
Installers & Repairers
And more...

Bachelor’s Degree / Bachelor’s Degree+

Software Developers
Compliance Officers
Computer Systems Analysts
Computer & Information Systems Mgrs.
Cost Estimators
Data Scientists
Information Security Analysts
Marketing Managers
Project Management Specialists
And more...

Education / Training Resources

Adult Education & Career Readiness

Northwest Tri-County Intermediate Unit #5:
<https://bit.ly/IU5AdEDCR>

Post-Secondary Education/Training Options

PA Eligible Training Provider List: <http://bit.ly/PACLETPL>
PA Colleges & Universities: <http://bit.ly/PACollegeandUniv>

To access the full *High Priority Occupations List* and the *PA IDOL* list, visit:
<https://www.nwpajobconnect.org/high-priority-occupations/>

To contact PA CareerLink® Erie County: 1-814-455-9966 (main); 1-814-871-4610 (TTY)
Auxiliary aids and services are available upon request to individuals with disabilities.
Equal Opportunity Employer / Program EO Officer Carrie Symes: 1-814-758-0659 or 711