BU’s BEST
Biomedical Workforce Data 2020
# Table of Contents

<table>
<thead>
<tr>
<th>Title</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Labor Insight™</td>
<td>3</td>
</tr>
<tr>
<td>Career Paths:Job Trends Summary</td>
<td>4</td>
</tr>
<tr>
<td>Business &amp; Administration</td>
<td>5</td>
</tr>
</tbody>
</table>

*These data can also be found online at www.bu.edu/BEST.*  
*This work is supported by NIH Grant DP7OD02032, BU’s BEST.*
Labor Insight™

About

Labor Insight™ is software offered by Burning Glass® Technologies. This tool allows educational institutions and others to analyze the job market so as to identify demand for specific jobs as well as the skills and credentials employers are seeking to fill the jobs. The data also enable analysis of regional demand and job trends. The information allows educational institutions to plan programming to meet employer needs. Moreover, trainees can use the data to identify training opportunities that will best prepare them to achieve their career goals.

As the search engine is constantly updated, the trend data (job postings/year) reported here doesn’t necessarily match the exact values reported in previous years. For the sake of consistency, each search was rerun for all the years reported (2011-2019) with the identical search terms so that the values can be compared with the most recent data.

Workflow

1. Craft a search based on various criteria: industry, job type, required credentials, skill demand, experience, location, etc.

2. View reports: top employers, top job titles, top job skills, education/credentials, job demand maps, job trends, etc.

Notes

All searches were performed such that the reported jobs require, prefer or suggest that the applicant earned a PhD.

Caveats & Disclaimers

Date ranges are January 2020 – December 2020 for job searches.

As the data are generated through job advertisements, small and midsized companies hiring small numbers of employees might not be listed in “top employers” but should not be ruled out.
Career Paths: 
Job Trends Summary

Job postings by year

- Academic Research
- Business & Administration
- Communication
- Industry Research
- Law
- Policy
- Teaching
Business & Administration

Number of job postings (nationwide): 14,836
Top Job Titles: Business & Administration 2020

- Medical Science Liaison (MSL) 777
- MSL II, Cardiovascular & Renal 728
- Director Health Systems Liaison 380
- Advanced Analytics Consultant 342
- Director MSL, Hematology 330
- Senior Director MSL, Cardiorenal 296
- Senior MSL 173
- MSL, Respiratory 162
- MSL, Lung, Genitourinary, & Dermatologic 157
- MSL, Ophthalmology 156
- MSL, Breast, GI, & Gynecologic Oncology 155
- MSL, Malignant Hematology 153
- MSL, Rheumatol, Gastroenterol, & 147
- MSL III, Radiology 126
- MSL, Hemophilia & Nonmalignant Hematol 123

Specialized (Hard) Skills: Business & Administration 2020

- Medical Science 6,442
- Budgeting 5,781
- Project Management 5,106
- Biotechnology 4,735
- Clinical Development 4,114
- Clinical Trials 3,940
- Economics 3,787
- Managed Care 3,698
- Drug Development 3,394
- Pharmaceutical Industry Knowledge 3,206
- Thought Leadership 2,493
- Good Clinical Practice (GCP) 2,364
- Clinical Experience 2,363
- Business Acumen 2,243
- Oncology 2,087
Baseline (Soft) Skills: Business & Administration 2020

- Communication Skills: 10,287
- Research: 9,913
- Teamwork/Collaboration: 8,239
- Planning: 4,049
- Problem Solving: 3,974
- Writing/Written Communication: 3,449
- Building Effective Relationships: 3,286
- Organizational Skills: 3,166
- Detail-Oriented: 3,154
- Time Management: 2,792
- Presentation Skills: 2,700
- Computer Literacy: 1,998
- Decision Making: 1,657
- Leadership: 1,389
- Creativity: 1,388

Number of Job Postings

Computer Skills: Business & Administration 2020

- Microsoft Excel: 2,973
- Microsoft PowerPoint: 2,531
- Customer Relationship Management: 1,561
- Microsoft Office: 1,364
- Lotus Notes: 1,171
- Microsoft Word: 864
- SAS: 603
- SQL: 524
- Microsoft Project: 447
- Teradata: 383
- Python: 342
- Tableau: 257
- Microsoft SharePoint: 225
- R: 186
- Oracle: 146

Number of Job Postings
High Demand Areas by MSA: Business & Administration 2020

<table>
<thead>
<tr>
<th>Metro Area</th>
<th>Job Postings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Boston-Cambridge-Nashua, MA-NH (Metropolitan NECTA)</td>
<td>1,261</td>
</tr>
<tr>
<td>New York-Newark-Jersey City, NY-NJ-PA (Metropolitan Statistical Area)</td>
<td>1,193</td>
</tr>
<tr>
<td>San Francisco-Oakland-Hayward, CA (Metropolitan Statistical Area)</td>
<td>1,168</td>
</tr>
<tr>
<td>Los Angeles-Long Beach-Anaheim, CA (Metropolitan Statistical Area)</td>
<td>733</td>
</tr>
<tr>
<td>Washington-Arlington-Alexandria, DC-VA-MD-WV (Metropolitan Statistical Area)</td>
<td>653</td>
</tr>
<tr>
<td>Philadelphia-Camden-Wilmington, PA-NJ-DE-MD (Metropolitan Statistical Area)</td>
<td>617</td>
</tr>
<tr>
<td>Chicago-Naperville-Elgin, IL-IN-WI (Metropolitan Statistical Area)</td>
<td>509</td>
</tr>
<tr>
<td>San Diego-Carlsbad, CA (Metropolitan Statistical Area)</td>
<td>422</td>
</tr>
<tr>
<td>Seattle-Tacoma-Bellevue, WA (Metropolitan Statistical Area)</td>
<td>360</td>
</tr>
<tr>
<td>Atlanta-Sandy Springs-Roswell, GA (Metropolitan Statistical Area)</td>
<td>233</td>
</tr>
<tr>
<td>Dallas-Fort Worth-Arlington, TX (Metropolitan Statistical Area)</td>
<td>225</td>
</tr>
<tr>
<td>Houston-The Woodlands-Sugar Land, TX (Metropolitan Statistical Area)</td>
<td>220</td>
</tr>
<tr>
<td>San Jose-Sunnyvale-Santa Clara, CA (Metropolitan Statistical Area)</td>
<td>211</td>
</tr>
<tr>
<td>Oxnard-Thousand Oaks-Ventura, CA (Metropolitan Statistical Area)</td>
<td>193</td>
</tr>
<tr>
<td>Baltimore-Columbia-Towson, MD (Metropolitan Statistical Area)</td>
<td>190</td>
</tr>
</tbody>
</table>
High Demand Areas by State: Business & Administration 2020

### TOP 15 HIRING REGIONS

<table>
<thead>
<tr>
<th>State</th>
<th>Job Postings</th>
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</thead>
<tbody>
<tr>
<td>California</td>
<td>3,602</td>
</tr>
<tr>
<td>Massachusetts</td>
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<tr>
<td>New Jersey</td>
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<tr>
<td>Texas</td>
<td>721</td>
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<tr>
<td>New York</td>
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<tr>
<td>Pennsylvania</td>
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<tr>
<td>Illinois</td>
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</tr>
<tr>
<td>Maryland</td>
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</tr>
<tr>
<td>North Carolina</td>
<td>515</td>
</tr>
<tr>
<td>Florida</td>
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<tr>
<td>Washington</td>
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<tr>
<td>Missouri</td>
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<tr>
<td>Georgia</td>
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<tr>
<td>Ohio</td>
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<tr>
<td>Minnesota</td>
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