

Where the Money Is – Jobs With High Income Increases Over the Next Year

Salaries are a reflection of supply and demand for the most part. And both of these factors swing on a pendulum for the most part. In the not too distant past, for example, the supply of elementary teachers was greater than the demand. Graduates in that field had a tough time finding jobs. On the other hand teachers in STEM areas have been and still are in high demand, while the supply is low. School boards have authorized hiring bonuses and other perks just to get these people on board. In the private sector, the next few years will see certain jobs have the biggest salary increases, above the projected average of 3% annually. Here are those career positions.

IT

The biggest increases will come in specialty areas, as technology continues to become more complex. The areas of IT that will see the biggest salary increases are:

- Wireless Network Engineers – increased need to connect remote and mobile employees. Along with this will come more need for security and reliability. Look for salaries to increase about 9% a year.
- Big Data Specialists: Compilation of data with recommendations for organizations to become more efficient and financially healthy. Close to 9%
- Content Strategists/Marketers: Developing marketing and SEO strategies through production of valuable content. Increases will be in the 8% range.
- Mobile Applications Developers: Salaries for these specialists will increase as more users connect with mobile and wearable devices.
- UX and UI Specialists: Organization with a web presence must have these people, and they will command about 8% a year.
- Network Security and Administration: Security is an ongoing issue, and real pros in these fields will see increases in the 7% range.

Finance and Accounting

Numbers will never go away. These positions will provide healthy increases in the 7-9% range:

- Internal Auditors: These will be key personnel to any business that is growing and at least mid-sized.
- Compliance Specialists: SEC regulations are difficult to interpret. Any company that is or goes public will need this person on board.

Health

An amazingly rapidly growing career field. As people live longer and as populations continue to grow, the demand will continue to be higher than the supply. Organizations will have to raise salaries if they intend to compete for professional and semi-professional staff. Raises in the 6-7% will be common for the following careers:

- **Medical Coding Professionals:** Technology has overtaken this healthcare field. Individuals who have the skills to use newer technologies will demand good increases.
- **Pharmacy Techs:** Because of traditional low pay, there is a short supply of these semi-professionals. The demand will continue to grow and salary increases will continue to be in the 7% range, until the supply increases.
- **Nurse Practitioners:** This is a growing career field, especially in more rural areas where physicians are in short supply. Plus, these highly-trained professionals can do much of what a physician used to. They will be in high demand and salaries will probably see close to 9% increases every year for a while.
- **Anesthetists and Anesthesiologists:** Huge demand and somewhat shorter supply will mean 6-7% increases. Already, salaries range from \$100 - \$200,000.
- **Home Health Care Specialists/LPN's:** Again traditional low salaries has resulted in a lower supply. There will be some catch-up to play, as organizations scramble to grab available workers.

Legal

This may come as a surprise because the last decade saw more supply than demand, and many lawyers had to find positions in other industries. That pattern has now reversed, and lawyers in certain specialty fields are in shorter supply. Areas of law that are in high demand and that will see 7-8% increase are litigation, real estate, compliance, contract, healthcare, and intellectual property.

Education

As mentioned in the introduction, there are areas of shortage. Because school district budgets are tight, however, increases for fulltime employees will not be significant. What will increase, however, is the use of contracted specialists. Even though a school district may pay more in a contract, the elimination of benefits packages makes the use of contractors pretty economical. Contractors can probably demand between 5-7% more annually in coming years.

If you are in any of these career niches, you will find good opportunities and better-than-average salary increases – you have picked a good field. Research the average salaries in your niche so that you go into interviews and offers with solid knowledge.