

WEST CHESTER AREA SCHOOL DISTRICT PRESENTS



*Rethink Your Steps to  
Career Success &  
Financial Independence*

***WELCOME STUDENTS & PARENTS***



# Panel & Community Showcase

- Look at **high priority occupations** (HPO's) in our region
- Identify various **levels of post-secondary education & training**
- Consider **alternative ways of reaching career success** and meeting **financial goals**

*Program Facilitator: Donna Foley, WCASD Career Education Counselor*



# High Priority Occupations (HPO)

- **occupations** that are **in demand** by employers
- higher **skill** needs
- provide family **sustaining wages**

*54% of all jobs in PA are “middle skilled” National Skills Coalition 2017*





# The traditional college route

| Public<br>4 yr. | Private<br>(nonprofit)<br>4 yr. | Public<br>2 yr. |
|-----------------|---------------------------------|-----------------|
| \$19,488        | \$44,702                        | \$10,091        |

Average yrs. to graduate:

5.2

4.8

3.3

|                 |                  |                 |
|-----------------|------------------|-----------------|
| 4 yrs: \$77,952 | 4 yrs: \$178,808 | 2 yrs: \$20,182 |
| 5 yrs: \$98,940 | 5 yrs: \$223,510 | 3 yrs: \$30,273 |

*Average total annual tuition, fees, room and board* NCES 2016- 2017

<https://nscresearchcenter.org/signaturereport11/>

[https://nces.ed.gov/programs/digest/d17/tables/dt17\\_330.10.asp](https://nces.ed.gov/programs/digest/d17/tables/dt17_330.10.asp)



# Associates or Bachelors Degree

**Cost \$20,182** (2 yr. degree)



**Cost \$77,952** (4 yr. degree)



Traditional  
Route

Possible employer tuition assistance

Partial or full credit for the 2 yr. degree

Chester & Delaware County – Average Entry Annual Salary (05/17)

<https://www.workstats.dli.pa.gov/Products/Occupational%20Wages/Pages/CountyAreaData.aspx>



# Some Post-Secondary Training to Start

**Cost \$5k – 15k (17 mos)**

*Licensed Practical Nurse*



**\$44,270**  
*Av Salary*



*Registered Nurse*



**\$62,810**  
*Av Salary*

**Cost \$77,952 (4 yr. degree)**

*Registered Nurse*



**\$62,810**  
*Av Salary*



*Nurse Practitioner*

**\$98,510**  
*Av Salary*  
**+ 2-4 yrs.**



*Chester & Delaware County – Average Entry Annual Salary (05/17)*



**Varying Costs** \$

\$\$

\$\$\$

\$\$\$\$

**Sustainable Wages**



*Rethink your steps to career success & financial independence*



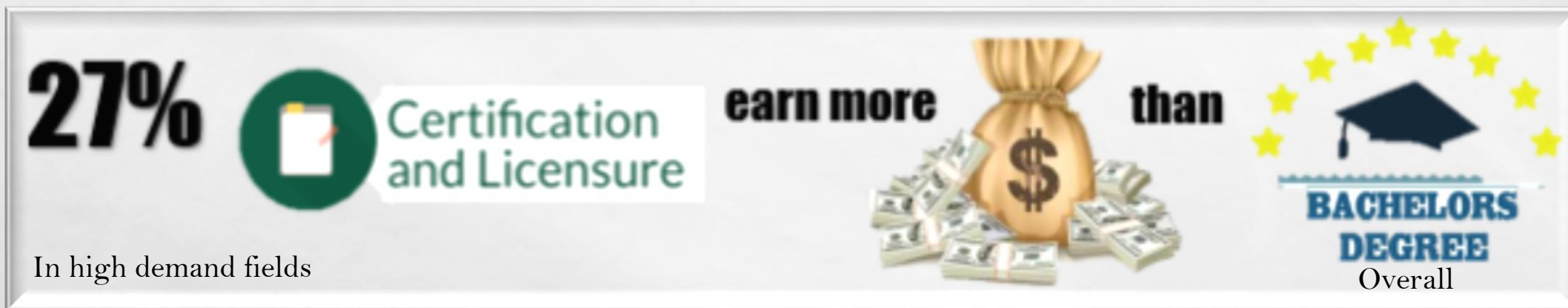
Evidence suggests that the **particular field of study**, more than the **time spent earning a degree**, has a major impact on earnings.

High-demand fields like **technology** **healthcare** **skilled trades**



Evidence suggests that the **particular field of study**, more than the **time spent earning a degree**, has a major impact on earnings.

High-demand fields like **technology** **healthcare** **skilled trades**



Evidence suggests that the **particular field of study**, more than the **time spent earning a degree**, has a major impact on earnings.

High-demand fields like **technology** **healthcare** **skilled trades**



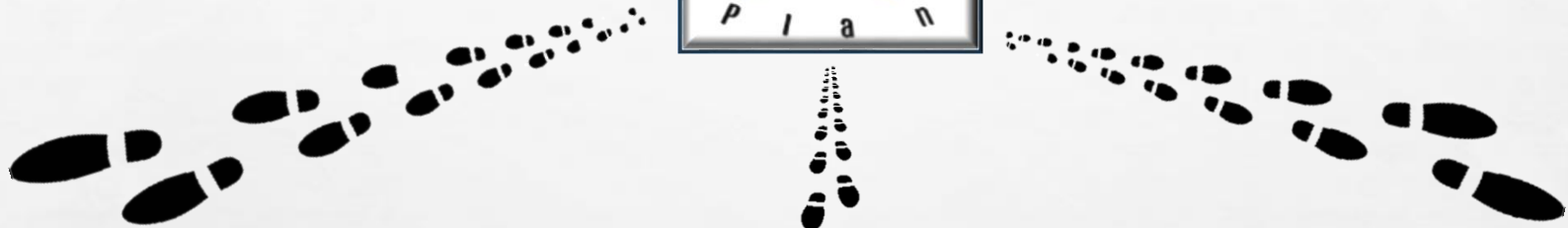


Average  
annual wage:  
**\$50,000**



- Hands-on career training (1 – 6 yrs.)
- An education
- A career
- National credential

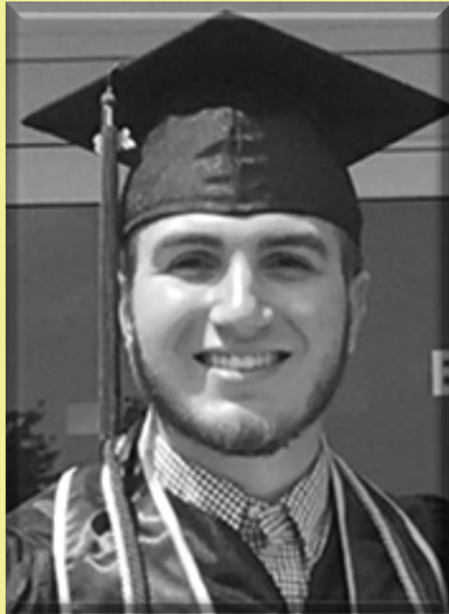
*Consider On The Job Training*



*Which path is right for you?*



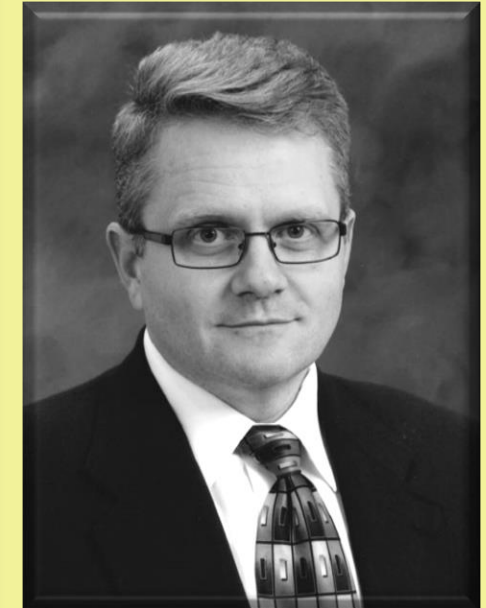
**Christy Enoches  
Cosgrove**  
Owner,  
La Difference  
Salon & Day Spa



**Jacob France**  
Auto Technician  
BMW of Cantosville  
MD



**Robert C. Jefferson**  
Attorney  
Gawthrop Greenwood,  
PC



**Michael A. Ward**  
Radiology Operations  
Manager  
Chester County  
Hospital

***Our Distinguished Panel***



## CAREER OPPORTUNITIES

**Aerzen, USA**

**Arora Engineering**

**Barclay Friends**

**Brandywine Valley Heating & AC**

**CCRES**

**Chester County Hospital**

**Dave's Automotive Repair**

**EDiS**

**Freedom Village Brandywine**

**Genesis Healthcare**

**Good Fellowship Ambulance**

**Main Line Health**

**National Guard - Stem Program**

**SAP**

**ServPro**

**SouthCo**

**VAMC Coatesville**

**YMCA**

## EDUCATION, TRAINING, FINANCIAL

**Chester County Technical High School**

**Contemporary Health Career Institute**

**Delaware County Community College**

**Pennsylvania College of Health Sciences**

**Penn State University**

**West Chester University**

**Universal Technical Institute**

**Thaddeus Stevens College**

**Janney Montgomery Scott LLC**

**TruMark Financial Credit Union**

**Franklin Mint Federal Credit Union**

**Chester County Economic Development Council**

# OUR COMMUNITY SHOWCASE







“The trades,” said Sizemore, “are not merely an alternative to college. A trade is equal to college. If you’re a Ph.D. and you’re at home on a Saturday night in July and your air conditioner quits, the smartest person around is somebody who can fix that air conditioner. The trades are one of the most noble career choices that any individual can make. Banks would not be built. Buildings to house machines, hospitals, and any other structure would not be built without the trades. It’s a career choice, not just a job.”

April 2019 PopularMechanics.com

**Greg Sizemore, Vice President  
Associated Builders and Contractors**

## 2018 High Priority Occupations for Chester Workforce Development Area

| SOC Code | SOC Title  | Educational Attainment | Wages (2017) |                |              | Employment     |                |                |                 |
|----------|--|------------------------|--------------|----------------|--------------|----------------|----------------|----------------|-----------------|
|          |  |                        | Entry Level  | Annual Average | Exper. Level | Estimated 2014 | Projected 2024 | Percent Change | Annual Openings |
| 13-2071  | Credit Counselors                                | BD                     | \$39,560     | \$50,800       | \$56,420     | N/A            | N/A            | N/A            | N/A             |
| 17-3024  | Electro-Mechanical Technicians                   | AD                     | N/A          | N/A            | N/A          | N/A            | N/A            | N/A            | N/A             |
| 29-2012  | Medical & Clinical Laboratory Technicians        | AD                     | N/A          | N/A            | N/A          | N/A            | N/A            | N/A            | N/A             |
| 29-2071  | Medical Records & Health Information Technicians | PS                     | \$33,260     | \$49,170       | \$57,120     | N/A            | N/A            | N/A            | N/A             |
| 43-6013  | Medical Secretaries                              | MT OJT                 | \$28,710     | \$37,260       | \$41,540     | N/A            | N/A            | N/A            | N/A             |
| 29-1141  | Registered Nurses                                | BD                     | \$53,620     | \$72,490       | \$81,920     | 4,420          | 5,170          | 17.0%          | 180             |
| 13-2011  | Accountants & Auditors                           | BD                     | \$54,060     | \$83,760       | \$98,610     | 4,350          | 4,990          | 14.7%          | 179             |
| 43-4051  | Customer Service Representatives                 | ST OJT                 | \$27,240     | \$40,030       | \$46,420     | 5,080          | 5,530          | 8.9%           | 169             |
| 11-1021  | General & Operations Managers                    | BD+                    | \$73,110     | \$154,650      | \$195,420    | 3,680          | 4,070          | 10.6%          | 132             |
| 43-9061  | Office Clerks, General                           | ST OJT                 | \$24,670     | \$37,070       | \$43,280     | 4,850          | 5,110          | 5.4%           | 130             |
| 15-1121  | Computer Systems Analysts                        | BD                     | \$69,440     | \$102,590      | \$119,170    | 2,680          | 3,470          | 29.5%          | 113             |
| 49-9071  | Maintenance & Repair Workers, General            | MT OJT                 | \$28,660     | \$43,150       | \$50,400     | 2,780          | 3,000          | 7.9%           | 95              |
| 31-1014  | Nursing Assistants                               | PS                     | \$26,080     | \$31,990       | \$34,950     | 2,560          | 2,930          | 14.5%          | 94              |
| 41-4012  | Sales Representatives                            | MT OJT                 | \$38,480     | \$81,600       | \$103,150    | 3,510          | 3,690          | 5.1%           | 90              |
| 43-6014  | Secretaries                                      | ST OJT                 | \$24,490     | \$37,460       | \$43,950     | 5,590          | 5,810          | 3.9%           | 81              |
| 15-1133  | Software Developers, Systems Software            | BD                     | \$76,880     | \$106,020      | \$120,590    | 2,190          | 2,650          | 21.0%          | 78              |
| 53-3032  | Heavy & Tractor-Trailer Truck Drivers            | PS                     | \$39,760     | \$49,060       | \$53,700     | 2,570          | 2,890          | 12.5%          | 76              |
| 15-1151  | Computer User Support Specialists                | PS                     | \$34,670     | \$52,190       | \$60,950     | 2,060          | 2,440          | 18.4%          | 64              |
| 29-2061  | Licensed Practical & Licensed Vocational Nurses  | PS                     | \$44,270     | \$55,080       | \$60,480     | 1,440          | 1,640          | 13.9%          | 61              |
| 15-1132  | Software Developers, Applications                | BD                     | \$76,030     | \$106,590      | \$121,870    | 1,670          | 2,010          | 20.4%          | 58              |
| 47-2061  | Construction Laborers                            | ST OJT                 | \$30,320     | \$40,790       | \$46,020     | 1,480          | 1,660          | 12.2%          | 48              |

## 2018 High Priority Occupations for Chester Workforce Development Area

| SOC Code | SOC Title   | Educational Attainment | Wages (2017) |                |              | Employment     |                |                |                 |
|----------|---|------------------------|--------------|----------------|--------------|----------------|----------------|----------------|-----------------|
|          |   |                        | Entry Level  | Annual Average | Exper. Level | Estimated 2014 | Projected 2024 | Percent Change | Annual Openings |
| 41-3021  | Insurance Sales Agents                                | MT OJT                 | \$44,380     | \$123,660      | \$163,300    | 1,390          | 1,490          | 7.2%           | 46              |
| 43-1011  | Supervisors - Office & Administrative Support Workers | WK EXP                 | \$47,990     | \$74,130       | \$87,210     | 2,250          | 2,370          | 5.3%           | 46              |
| 43-3021  | Billing & Posting Clerks                              | MT OJT                 | \$32,810     | \$41,430       | \$45,740     | 1,470          | 1,610          | 9.5%           | 45              |
| 47-2031  | Carpenters  | LT OJT                 | \$33,990     | \$59,160       | \$71,750     | 2,160          | 2,360          | 9.3%           | 45              |
| 35-1012  | Supervisors - Food Preparation & Serving Workers      | WK EXP                 | \$29,640     | \$44,170       | \$51,430     | 980            | 1,110          | 13.3%          | 42              |
| 15-1131  | Computer Programmers                                  | BD                     | \$65,390     | \$91,970       | \$105,270    | 1,480          | 1,520          | 2.7%           | 40              |
| 43-3031  | Bookkeeping, Accounting & Auditing Clerks             | PS+                    | \$32,010     | \$43,850       | \$49,770     | 3,740          | 3,600          | -3.7%          | 37              |
| 49-3023  | Automotive Service Technicians & Mechanics            | PS                     | \$26,030     | \$41,200       | \$48,780     | 1,370          | 1,380          | 0.7%           | 37              |
| 17-2051  | Civil Engineers                                       | BD                     | \$59,060     | \$85,040       | \$98,040     | 850            | 940            | 10.6%          | 34              |
| 51-9111  | Packaging & Filling Machine Operators & Tenders       | MT OJT                 | \$25,350     | \$35,150       | \$40,050     | 810            | 860            | 6.2%           | 34              |
| 13-1071  | Human Resources Specialists                           | BD                     | \$50,890     | \$77,720       | \$91,130     | 960            | 1,040          | 8.3%           | 31              |
| 13-1151  | Training & Development Specialists                    | BD+                    | \$43,990     | \$75,170       | \$90,760     | 930            | 1,000          | 7.5%           | 30              |
| 53-3033  | Light Truck or Delivery Services Drivers              | ST OJT                 | \$19,540     | \$37,380       | \$46,290     | 1,490          | 1,530          | 2.7%           | 29              |
| 33-3051  | Police & Sheriff's Patrol Officers                    | MT OJT                 | \$45,840     | \$70,270       | \$82,480     | 800            | 800            | 0.0%           | 27              |
| 51-4041  | Machinists  | LT OJT                 | \$35,080     | \$50,170       | \$57,710     | 590            | 690            | 16.9%          | 27              |
| 25-2022  | Middle School Teachers                                | BD+                    | \$48,140     | \$75,010       | \$88,440     | 1,070          | 1,090          | 1.9%           | 26              |
| 45-2092  | Farmworkers & Laborers, Crop, Nursery & Greenhouse    | ST OJT                 | \$26,140     | \$34,200       | \$38,240     | 990            | 990            | 0.0%           | 26              |
| 51-4121  | Welders, Cutters, Solderers & Brazers                 | MT OJT                 | \$36,690     | \$47,690       | \$53,190     | 720            | 770            | 6.9%           | 26              |
| 49-1011  | Supervisors - Mechanics, Installers & Repairers       | WK EXP                 | \$52,260     | \$73,050       | \$83,450     | 840            | 920            | 9.5%           | 25              |
| 53-7051  | Industrial Truck & Tractor Operators                  | ST OJT                 | \$29,850     | \$40,570       | \$45,930     | 700            | 770            | 10.0%          | 25              |
| 51-9061  | Inspectors, Testers, Sorters, Samplers & Weighers     | MT OJT                 | \$30,550     | \$45,360       | \$52,760     | 860            | 880            | 2.3%           | 24              |
| 11-2022  | Sales Managers  | BD+                    | \$100,400    | \$166,070      | \$198,910    | 680            | 740            | 8.8%           | 22              |
| 13-1031  | Claims Adjusters, Examiners & Investigators           | LT OJT                 | \$43,080     | \$69,830       | \$83,200     | 620            | 690            | 11.3%          | 22              |
| 21-1093  | Social & Human Service Assistants                     | ST OJT                 | \$30,470     | \$38,220       | \$42,090     | 550            | 660            | 20.0%          | 22              |

## 2018 High Priority Occupations for Chester Workforce Development Area

| SOC Code | SOC Title  | Educational Attainment | Wages (2017) |                |              | Employment     |                |                |                 |
|----------|--|------------------------|--------------|----------------|--------------|----------------|----------------|----------------|-----------------|
|          |  |                        | Entry Level  | Annual Average | Exper. Level | Estimated 2014 | Projected 2024 | Percent Change | Annual Openings |
| 49-9041  | Industrial Machinery Mechanics                               | LT OJT                 | \$40,220     | \$54,910       | \$62,250     | 480            | 580            | 20.8%          | 22              |
| 49-9021  | Heating, A/C & Refrigeration Mechanics & Installers          | PS+                    | \$37,800     | \$57,020       | \$66,630     | 730            | 830            | 13.7%          | 21              |
| 51-2092  | Team Assemblers  | MT OJT                 | N/A          | N/A            | N/A          | 980            | 970            | -1.0%          | 21              |
| 13-1023  | Purchasing Agents  | BD                     | N/A          | N/A            | N/A          | 590            | 620            | 5.1%           | 20              |
| 21-1011  | Substance Abuse & Behavioral Disorder Counselors             | BD                     | N/A          | N/A            | N/A          | 520            | 610            | 17.3%          | 20              |
| 31-9092  | Medical Assistants   | PS                     | \$27,850     | \$36,540       | \$40,880     | 610            | 680            | 11.5%          | 20              |
| 39-9031  | Fitness Trainers & Aerobics Instructors                      | ST OJT                 | \$19,910     | \$42,340       | \$53,560     | 790            | 850            | 7.6%           | 20              |
| 17-2141  | Mechanical Engineers   | BD                     | \$62,490     | \$85,160       | \$96,490     | 470            | 500            | 6.4%           | 19              |
| 43-6011  | Executive Secretaries & Executive Administrative Assistants  | WK EXP                 | \$46,360     | \$63,210       | \$71,630     | 1,810          | 1,810          | 0.0%           | 19              |
| 47-2111  | Electricians   | LT OJT                 | \$43,170     | \$65,270       | \$76,330     | 650            | 740            | 13.8%          | 19              |
| 47-1011  | Supervisors - Construction Trades & Extraction Workers       | WK EXP                 | \$60,230     | \$85,310       | \$97,850     | 930            | 1,040          | 11.8%          | 18              |
| 47-2073  | Operating Engineers & Other Construction Equipment Operators | MT OJT                 | \$42,450     | \$59,260       | \$67,670     | 580            | 660            | 13.8%          | 18              |
| 31-9091  | Dental Assistants  | PS                     | \$33,690     | \$42,480       | \$46,880     | 530            | 570            | 7.5%           | 17              |
| 39-1021  | Supervisors - Personal Service Workers                       | WK EXP                 | \$26,140     | \$42,010       | \$49,950     | 590            | 660            | 11.9%          | 17              |
| 51-1011  | Supervisors - Production & Operating Workers                 | WK EXP                 | \$44,040     | \$66,830       | \$78,220     | 960            | 970            | 1.0%           | 17              |
| 51-4011  | Computer-Controlled Machine Tool Operators, Metal & Plastic  | MT OJT                 | \$31,340     | \$43,040       | \$48,880     | 330            | 380            | 15.2%          | 15              |
| 15-1152  | Computer Network Support Specialists                         | AD                     | \$50,460     | \$67,790       | \$76,460     | 500            | 570            | 14.0%          | 13              |
| 15-1134  | Web Developers   | AD                     | \$51,840     | \$75,150       | \$86,800     | 280            | 360            | 28.6%          | 12              |
| 17-2112  | Industrial Engineers   | BD                     | \$71,180     | \$96,030       | \$108,460    | 340            | 360            | 5.9%           | 12              |
| 29-2021  | Dental Hygienists  | AD                     | \$72,630     | \$88,430       | \$96,330     | 460            | 490            | 6.5%           | 12              |
| 21-1021  | Child, Family & School Social Workers                        | BD                     | \$34,280     | \$47,870       | \$54,670     | 310            | 340            | 9.7%           | 10              |

## 2018 High Priority Occupations for Chester Workforce Development Area

| SOC Code | SOC Title                                     | Educational Attainment | Wages (2017) |                |              | Employment     |                |                |                 |
|----------|---|------------------------|--------------|----------------|--------------|----------------|----------------|----------------|-----------------|
|          |   |                        | Entry Level  | Annual Average | Exper. Level | Estimated 2014 | Projected 2024 | Percent Change | Annual Openings |
| 29-2041  | Emergency Medical Technicians & Paramedics    | PS                     | \$33,810     | \$44,340       | \$49,610     | 270            | 330            | 22.2%          | 10              |
| 43-3051  | Payroll & Timekeeping Clerks                  | MT OJT                 | \$35,740     | \$46,860       | \$52,420     | 280            | 270            | -3.6%          | 8               |
| 29-2052  | Pharmacy Technicians                          | MT OJT                 | \$30,400     | \$35,730       | \$38,390     | 450            | 460            | 2.2%           | 5               |
| 49-9043  | Maintenance Workers, Machinery                | LT OJT                 | \$43,220     | \$52,850       | \$57,660     | 100            | 110            | 10.0%          | 4               |
| 17-3026  | Industrial Engineering Technicians            | AD                     | \$41,750     | \$62,520       | \$72,900     | 90             | 90             | 0.0%           | 2               |
| 51-4012  | CNC Machine Tool Programmers, Metal & Plastic | PS                     | \$54,970     | \$65,960       | \$71,450     | 20             | 30             | 50.0%          | 1               |

**Educational Attainment Abbreviations:**

Short-term or Moderate-term training (**ST OJT** or **MT OJT**) – basic tasks and skills are learned through a period of on-the-job training. A high school diploma may be required.

Long-term training (**LT OJT**) – a high school diploma and at least one year of on-the-job training or an apprenticeship.

Related work experience (**WK EXP**) – a high school diploma and training gained through hands-on work in a similar occupation.

Postsecondary training (**PS** or **PS+**) – training is gained through a postsecondary training program. Some period of related work experience may be required.

Associate Degree (**AD** or **AD+**) – degree completed after two years of full-time schooling beyond high school. Some period of related work experience may be required.

Bachelor's Degree (**BD** or **BD+**) – degree completed after four years of full-time schooling beyond high school. Some period of related work experience may be required.

Master's Degree (**MD** or **MD+**) – degree completed after two years of full-time schooling beyond a bachelor's degree. Some period of related work experience may be required.

Doctoral (**PhD**) or First Professional Degree (**PROF**) – degree programs requiring 3-6 years of education at the college or university level beyond a four-year bachelor's degree.

## ONLINE RESOURCES AND TOOLS



### RESUME CREATION

Create a resume using PACareerLink<sup>®</sup>'s step-by-step process or upload an existing resume



### SKILL ASSESSMENT

Perform a free skill assessment to discover your transferable skills and create a personal employment plan



### JOB EXPLORATION

Watch day in the life videos of professional in a wide range of careers to discover a good job fit



### INTERVIEW PRACTICE

Prepare for your next big interview by accessing our free interview practice tool



### MILITARY TRANSLATOR

Find civilian occupations that best align with your military skills, experience, and training



### OCCUPATION PROFILES

Search and find detailed occupation profiles containing wage data, suggested education & skills and more



### JOB SEARCH TRACKING

Capture and track all of your job search activities including searches, applications, training & more



### CAREER EXPLORATION

Explore careers and learn about local wage and employment data



### JOB MARKET DATA

Find PA job market statistics, facts, and the latest news regarding PA employment



### NEW JOB ALERTS

Customize your job search and receive email alerts when new jobs are posted that match your search criteria



### REGISTERED APPRENTICESHIPS

Search and apply for apprenticeship to grow your skills



### JOB DASHBOARD

Quickly view job recommendations, your resumes, upcoming events, and more from your dashboard



# Apprenticeship Works for Multiple Industries

Your apprenticeship awaits.



Pennsylvania CareerLink® Sign In / Register

EVENTS CAREER SERVICES ABOUT US HELP ESPAÑOL

apprentice 19382 SEARCH Search Tips

Search Registered Employers Only ?

apprentice jobs within 25 miles of 19382 (21 results) Save Search ?

Filter your results Sort By: Relevance

DISTANCE 25 miles

DATE POSTED All

COUNTY Chester

CITY

JOB TITLE

COMPANY

- Mattioni Inc (8)
- Petco (4)
- Cerner Corporation (2)
- Wegmans (2)
- ASHTHEAD GROUP PUBLIC LIMITED COMPANY (1)

**Apprentice**  
Apprentice The Role Looking for an Apprentice who has a solid understanding of plumbing fundamentals and willing to learn from our seasoned technicians, each has years of experience. Must be career oriented. We are looking for an apprentice who wants...  
Mattioni Inc WEST CHESTER, PA 02/25/2019 USNLx.com JF12843762 Share Job  
Salary: Competitive  
Commission: No Commission  
Education: Unspecified  
Shift: Not Specified  
Experience: 0 years < view less >

**NEW**  
**Technical Apprentice Malvern**  
50203BR Technical Apprentice - Malvern Apprentice Job Description When hired into the Cerner Apprentice Program, you reap big benefits. During your apprenticeship, you will gain insights into Cerner's...  
Cerner Corporation MALVERN, PA 4 Days Ago 12884127 Share Job < view more >

**HVAC Apprentice**  
HVAC Apprentice The Role: Looking for a professional, clean and courteous HVAC Apprentice who has a solid understanding of the HVAC fundamentals and is willing to learn. Must be career oriented. We are looking for an apprentice who wants to learn...  
Mattioni Inc DOWNINGTOWN, PA 03/02/2019 USNLx.com JF12856716 Share Job < view more >

# Apprenticeship On-line Search

<https://www.pacareerlink.pa.gov/jponline/JobSeeker/SearchJobs>  
<https://www.dol.gov/apprenticeship/toolkit/toolkitfaq.htm#1d>

## AERZEN: A Learning Organization

When you complete the 18 month program you can choose to enter a 24 month long program administered through the Delaware Community College with 4 hour classes, once a week, including online learning. This tuition is also paid for by Aerzen USA. Depending on needs and interest, you may want to explore other career opportunities at Aerzen including further post-secondary education programs. You are assigned a training coordinator who helps to guide you through this process.

### Career Pathing

By working in these three key segments of Aerzen's business, your training and skill set will be well-rounded and position you for a solid career path. Your supervisor will help guide you along with a Personal Development Plan (PDP) to set your manufacturing career in motion for long-term success.

### Career Video

Watch the Aerzen USA Career Video and see how what it is like to work while learning and earning in the Encompass Program.



[www.aerzen.com/en-us/career/joboffers](http://www.aerzen.com/en-us/career/joboffers)

### BEST PLACES to work in PA 2018



Aerzen provides a working atmosphere that supports high performance and positively challenging tasks in a state-of-the-art LEED Gold sustainable facility.

Aerzen USA Corp.  
108 Independence Way, Coatesville, PA 19320  
Phone: 610-380-0244  
Email: [hr@aerzen.com](mailto:hr@aerzen.com)  
[www.aerzen.com/en-us/careers](http://www.aerzen.com/en-us/careers)



## ENCOMPASS PROGRAM EARN AND LEARN WITHOUT OWING Career Path In A High-Tech And Growing Company



Working With Your Hands



High-Tech Processes and Facilities



Troubleshooting And Repair



## Encompass Program



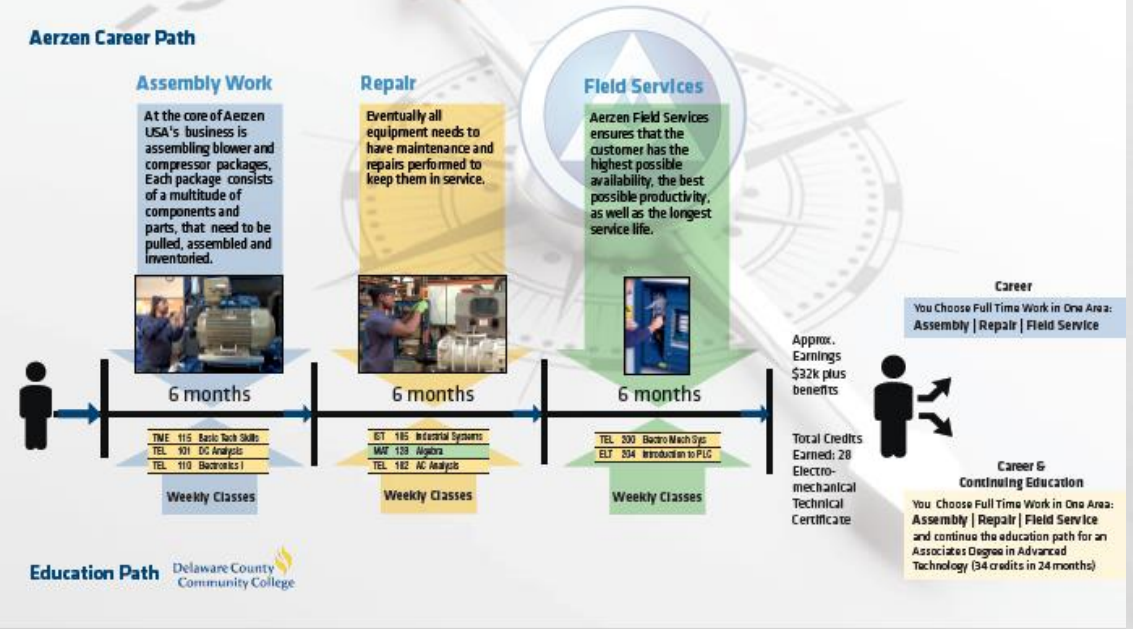
Aerzen USA is a learning organization that invests in each and every employee with training and education.

The Encompass Program is the starting point to a high-paying manufacturing career through hands-on training in a state-of-the-art facility. The Program encompasses learning the three different functions that are crucial to Aerzen USA's business: Assembly, Repair and Field Services.

The 18 month program will fully certify candidates with training provided in six months increments for each area. During the work program, candidates will attend a four-hour class outside of work once a week at the Delaware County Community College.

At the end of 18 months, if successful, you will receive an Electro-mechanical Technical Certificate. The cost of training and education is paid for by Aerzen USA. Upon completion, you can work with your Aerzen Manager on choosing your path in one of these three areas.

### Aerzen Career Path



# Sample Apprenticeship Program





# Pennsylvania Career Guide

EXPLORE • DISCOVER • LEARN • PREPARE • ACHIEVE



COMMONWEALTH OF PENNSYLVANIA • DEPARTMENT OF LABOR & INDUSTRY

## TABLE OF CONTENTS

|  |    |
|--|----|
| Have a Job in Mind? Try it out first.....              | 4  |
| Interest Assessment.....                               | 6  |
| A Career in Sports.....                                | 9  |
| The Occupational Data Bank.....                        | 12 |
| Advantages of Career and Technical Education.....      | 25 |
| Military Training and Careers in the Armed Forces..... | 30 |
| To-Do List for High School Students.....               | 36 |
| The Costs of College.....                              | 43 |
| Your Résumé.....                                       | 46 |
| The Job Application.....                               | 50 |
| Networking & Social Media.....                         | 55 |
| The Interview.....                                     | 58 |
| Job Search Advice for Older Workers.....               | 64 |




<https://www.workstats.dli.pa.gov/Documents/Career%20Guides/CareerGuide.pdf>



Quick Links

Explore Careers and Clusters

 Type a career

**Naviance by Hobsons is a comprehensive K-12 college and career readiness platform that enables self-discovery, career exploration, academic planning, and college preparation for millions of students across all ages and around the globe.**

**WCASD 8 – 12<sup>th</sup> grade students have their own account and access via any computer with internet..**

### Find Clusters and Pathways

Career clusters are a way of grouping careers with common features and skills. Careers grouped into the same cluster typically require similar education and training. Exploring clusters can be a useful way to find a good career match, especially if you have general areas of interest but are not sure what specific careers match those interests. Career clusters can also help you better understand how your coursework in school can prepare you for certain types of careers

- |  |  |
|--|--|
|  Agriculture, Food and Natural Resources >            |  Architecture and Construction >                |
|  Arts, Audio/Video Technology and Communications >    |  Business Management and Administration >       |
|  Education and Training >                             |  Finance >                                      |
|  Government and Public Administration >               |  Health Science >                               |
|  Hospitality and Tourism >                            |  Human Services >                               |
|  Information Technology >                             |  Law, Public Safety, Corrections and Security > |
|  Manufacturing >                                    |  Marketing >                                   |
|  Science, Technology, Engineering and Mathematics > |  Transportation, Distribution and Logistics > |