

Job Posting Analytics

Lightcast Q1 2023 Data Set

April 2023

3000 College of Heights Blvd
Ridgecrest, California 93555
760.384.6258

Parameters

Select Timeframe: Nov 2020 - Nov 2022

Occupations:

Results should include

Code	Description
15-1212	Information Security Analysts
15-1244	Network and Computer Systems Administrators
11-3021	Computer and Information Systems Managers

Code	Description
15-1299	Computer Occupations, All Other
15-1241	Computer Network Architects
15-1231	Computer Network Support Specialists

Regions:

Code	Description
6027	Inyo County, CA
6029	Kern County, CA

Code	Description
6051	Mono County, CA

Minimum Experience Required: Any

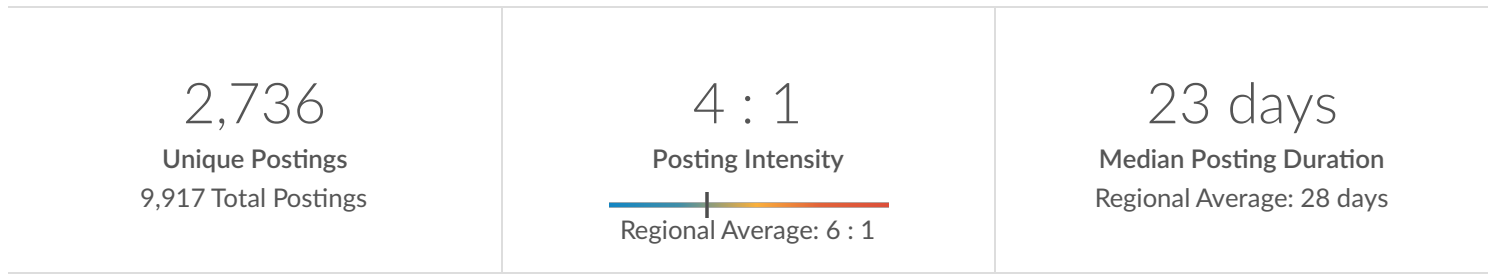
Education Level: Any

Job Type: Include Internships

Keyword Search:

Posting Type: Newly Posted

Job Postings Summary



There were 9,917 total job postings for your selection from November 2020 to November 2022, of which 2,736 were unique. These numbers give us a Posting Intensity of 4-to-1, meaning that for every 4 postings there is 1 unique job posting.

This is lower than the Posting Intensity for all other occupations and companies in the region (6-to-1), indicating that they may not be trying as hard to hire for this position.

Advertised Salary

There are 567 advertised salary observations (21% of the 2,736 matching postings).

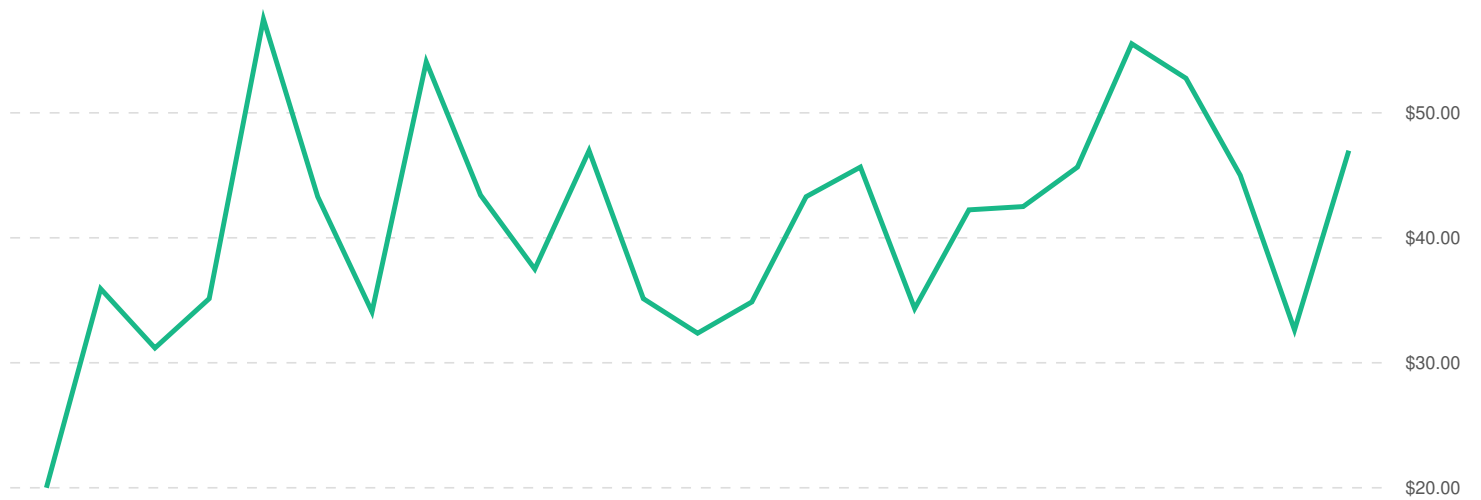
\$41.05/hr
Median Advertised Salary



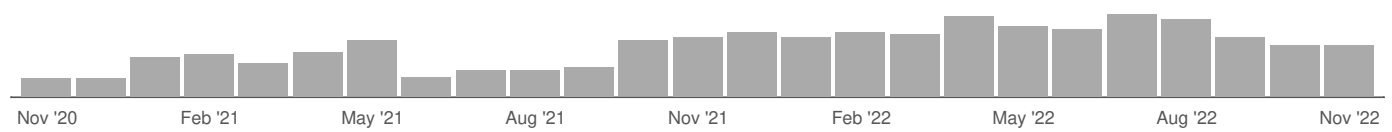
Advertised Wage Trend

▲ 134.5% Nov 2020 - Nov 2022

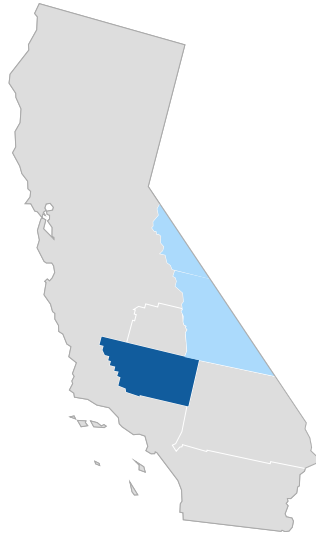
\$41.05 Median



567 Job Postings

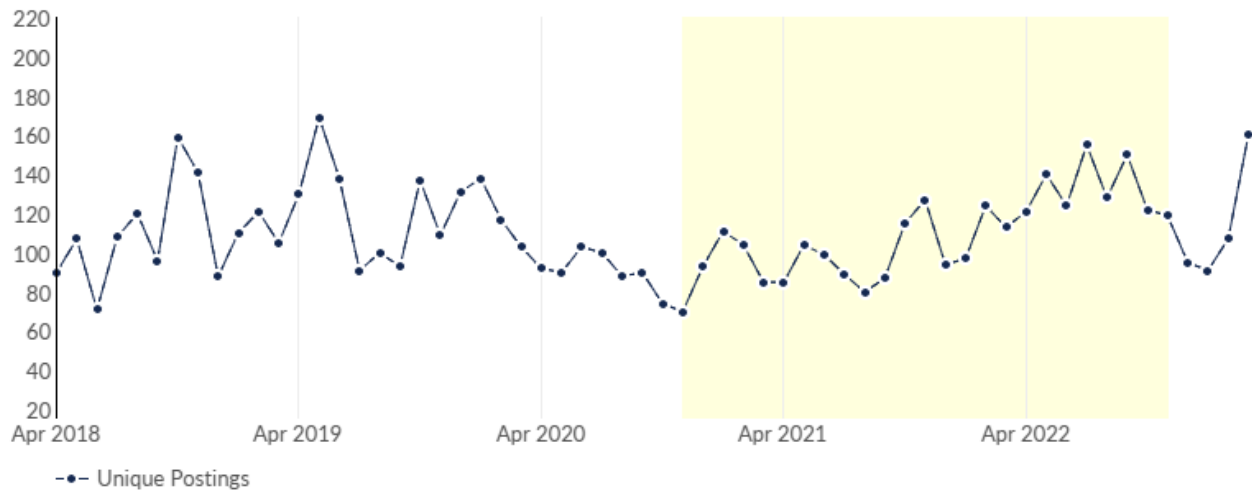


Job Postings Regional Breakdown



County	Unique Postings (Nov 2020 - Nov 2022)
Kern County, CA	2,704
Inyo County, CA	22
Mono County, CA	10

Unique Postings Trend



Month	Unique Postings	Posting Intensity
Mar 2023	160	3 : 1
Feb 2023	107	11 : 1
Jan 2023	91	3 : 1
Dec 2022	95	4 : 1
Nov 2022	119	4 : 1
Oct 2022	122	3 : 1
Sep 2022	150	3 : 1
Aug 2022	128	2 : 1
Jul 2022	155	4 : 1
Jun 2022	124	3 : 1
May 2022	140	4 : 1
Apr 2022	121	4 : 1

Education Breakdown

Education Level	Unique Postings	% of Total
No Education Listed	824	30%
High school or GED	347	13%
Associate degree	378	14%
Bachelor's degree	1,540	56%
Master's degree	367	13%
Ph.D. or professional degree	93	3%

Minimum Education Breakdown

Minimum Education Level	Unique Postings (minimum)	Unique Postings (max advertised)	% of Total (minimum)
High school or GED	347	0	13%
Associate degree	259	50	9%
Bachelor's degree	1,239	258	45%
Master's degree	57	258	2%
Ph.D. or professional degree	10	83	0%

Experience Breakdown

Minimum Experience	Unique Postings	% of Total
No Experience Listed	859	31%
0 - 1 Years	192	7%
2 - 3 Years	450	16%
4 - 6 Years	623	23%
7 - 9 Years	291	11%
10+ Years	321	12%

Job Postings vs. Hires

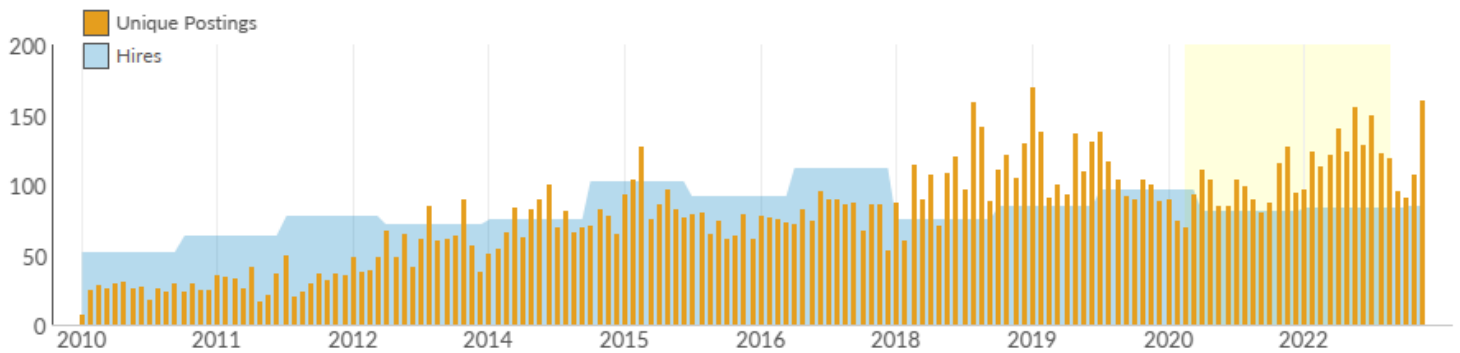
109

Avg. Monthly Postings (Nov 2020 - Nov 2022)

83

Avg. Monthly Hires (Nov 2020 - Nov 2022)

In an average month, there were 109 newly posted job postings for 6 Occupations, and 83 actually hired. This means there was approximately 1 hire for every 1 unique job posting for 6 Occupations.



Occupation	Avg Monthly Postings (Nov 2020 - Nov 2022)	Avg Monthly Hires (Nov 2020 - Nov 2022)
Computer Occupations, All Other	51	35
Network and Computer Systems Administrators	27	11
Information Security Analysts	16	6
Computer Network Architects	9	5
Computer and Information Systems Managers	4	18
Computer Network Support Specialists	3	8

Top Companies Posting

	Total/Unique (Nov 2020 - Nov 2022)	Posting Intensity	Median Posting Duration
Creative Financial Staffing	547 / 121	5 : 1	21 days
CTG	140 / 116	1 : 1	34 days
Northrop Grumman	358 / 115	3 : 1	18 days
Jt4	244 / 58	4 : 1	23 days
Kern Community College District	292 / 57	5 : 1	45 days
Amentum	87 / 49	2 : 1	30 days
DCS Corporation	116 / 45	3 : 1	46 days
Lockheed Martin	145 / 44	3 : 1	22 days
Applied Materials	57 / 41	1 : 1	19 days
CommonSpirit Health	108 / 40	3 : 1	37 days

Top Cities Posting

City	Total/Unique (Nov 2020 - Nov 2022)	Posting Intensity	Median Posting Duration
Bakersfield, CA	6,492 / 1,347	5 : 1	23 days
Edwards, CA	1,260 / 444	3 : 1	23 days
Ridgecrest, CA	898 / 359	3 : 1	30 days
California City, CA	299 / 183	2 : 1	20 days
Mojave, CA	220 / 102	2 : 1	30 days
Shafter, CA	144 / 51	3 : 1	17 days
Arvin, CA	96 / 33	3 : 1	21 days
Taft, CA	72 / 29	2 : 1	27 days
Boron, CA	44 / 24	2 : 1	25 days
Delano, CA	158 / 19	8 : 1	10 days

Top Posted Occupations
























	Total/Unique (Nov 2020 - Nov 2022)	Posting Intensity	Median Posting Duration
Computer Occupations, All Other	4,514 / 1,265	4 : 1	22 days
Network and Computer Systems Administrators	2,652 / 680	4 : 1	23 days
Information Security Analysts	1,334 / 388	3 : 1	23 days
Computer Network Architects	817 / 226	4 : 1	27 days
Computer and Information Systems Managers	382 / 97	4 : 1	23 days
Computer Network Support Specialists	218 / 80	3 : 1	36 days

Top Posted Occupations











Occupation (O*NET)	Total/Unique (Nov 2020 - Nov 2022)	Posting Intensity	Median Posting Duration
Network and Computer Systems Administrators	2,652 / 680	4 : 1	23 days
Computer Systems Engineers/Architects	1,196 / 540	2 : 1	21 days
Information Technology Project Managers	1,876 / 463	4 : 1	23 days
Information Security Analysts	1,334 / 388	3 : 1	23 days
Computer Network Architects	701 / 174	4 : 1	25 days
Document Management Specialists	983 / 117	8 : 1	20 days
Computer and Information Systems Managers	382 / 97	4 : 1	23 days
Computer Network Support Specialists	218 / 80	3 : 1	36 days
Geographic Information Systems Technologists and Technicians	308 / 74	4 : 1	22 days
Telecommunications Engineering Specialists	116 / 52	2 : 1	30 days
Computer Occupations, All Other	69 / 38	2 : 1	23 days
Web Administrators	17 / 9	2 : 1	25 days
Information Security Engineers	10 / 9	1 : 1	20 days
Penetration Testers	43 / 8	5 : 1	n/a
Digital Forensics Analysts	12 / 7	2 : 1	35 days

Top Posted Occupations








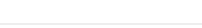
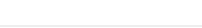

Occupation	Total/Unique (Nov 2020 - Nov 2022)	Posting Intensity	Median Posting Duration
Network / Systems Administrator	1,969 / 485	4 : 1 	23 days
Computer Systems Engineer / Architect	605 / 286	2 : 1 	22 days
Network Engineer / Architect	559 / 187	3 : 1 	25 days
IT Manager / Director	976 / 182	5 : 1 	24 days
Cyber / Information Security Engineer / Analyst	528 / 153	3 : 1 	21 days
Software Developer / Engineer	413 / 118	4 : 1 	19 days
Computer Support Specialist	352 / 111	3 : 1 	23 days
IT Project Manager	236 / 82	3 : 1 	20 days
Document Control / Management Specialist	866 / 62	14 : 1 	23 days
Security Officer	202 / 60	3 : 1 	22 days
Project Manager	113 / 58	2 : 1 	26 days
Geographer / GIS Specialist	174 / 43	4 : 1 	22 days
Systems Analyst	117 / 40	3 : 1 	22 days
Security / Defense Intelligence Analyst	74 / 31	2 : 1 	30 days
Quality Inspector / Technician	47 / 28	2 : 1 	20 days
Database Architect	179 / 26	7 : 1 	20 days
Network / Systems Support Specialist	52 / 24	2 : 1 	29 days
Technology Consultant	240 / 23	10 : 1 	29 days
Scrum Master	38 / 19	2 : 1 	19 days
Database Administrator	34 / 18	2 : 1 	22 days
Chief Information Officer	62 / 16	4 : 1 	8 days
Validation Engineer	33 / 14	2 : 1 	35 days
Safety Specialist / Coordinator	41 / 14	3 : 1 	7 days
Security Manager	49 / 14	4 : 1 	48 days
Engineering Manager	35 / 12	3 : 1 	57 days

Satellite / Broadband Technician	21 / 11	2 : 1		30 days
Sales Representative	36 / 11	3 : 1		21 days
Technical Sales Representative	24 / 11	2 : 1		19 days
Business / Management Analyst	27 / 10	3 : 1		18 days
Program Manager	28 / 10	3 : 1		33 days
Administrative Supervisor	31 / 10	3 : 1		26 days
Training and Development Specialist	69 / 10	7 : 1		21 days
Facilities Manager	26 / 9	3 : 1		25 days
Electronics Engineer	16 / 9	2 : 1		35 days
Aerospace Engineer	27 / 9	3 : 1		20 days
Industrial Mechanic	46 / 9	5 : 1		n/a
Office / Administrative Assistant	10 / 8	1 : 1		54 days
Social / Human Services Specialist	15 / 8	2 : 1		n/a
Computer Science Professor	15 / 8	2 : 1		22 days
Electrical Engineer	25 / 8	3 : 1		14 days
Mechanical Engineer	10 / 8	1 : 1		n/a
Medical Records / Health Information Technician	60 / 8	8 : 1		n/a
General Manager	13 / 7	2 : 1		43 days
Customer Service Representative	28 / 7	4 : 1		31 days
Lighting Technician	15 / 7	2 : 1		39 days
Elementary and Secondary School Administrator	12 / 7	2 : 1		21 days
Compliance Officer / Analyst	21 / 7	3 : 1		20 days
Healthcare Administrator	15 / 7	2 : 1		32 days
Digital Content Producer / Manager	12 / 7	2 : 1		46 days
Account Executive	33 / 7	5 : 1		58 days

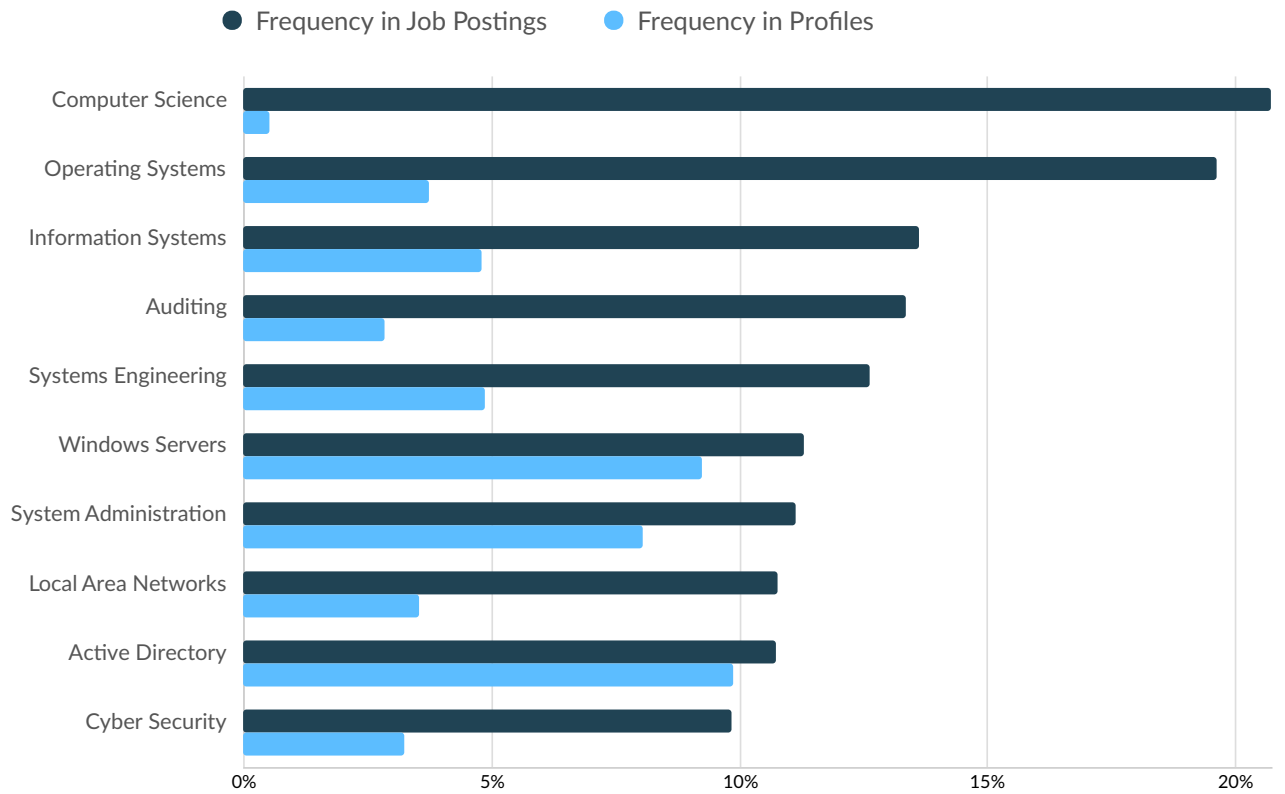
Top Posted Job Titles

	Total/Unique (Nov 2020 - Nov 2022)	Posting Intensity	Median Posting Duration
Systems Administrators	1,070 / 287	4 : 1 	22 days
Systems Engineers	299 / 128	2 : 1 	19 days
Information Systems Security Officers	173 / 68	3 : 1 	22 days
Network Engineers	286 / 62	5 : 1 	32 days
Network Administrators	221 / 58	4 : 1 	32 days
IT Managers	270 / 39	7 : 1 	29 days
Directors of Information Technology	197 / 23	9 : 1 	11 days
IT Project Managers	68 / 23	3 : 1 	15 days
Information Security Analysts	45 / 22	2 : 1 	18 days
Document Control Specialists	273 / 20	14 : 1 	23 days

Top Industries

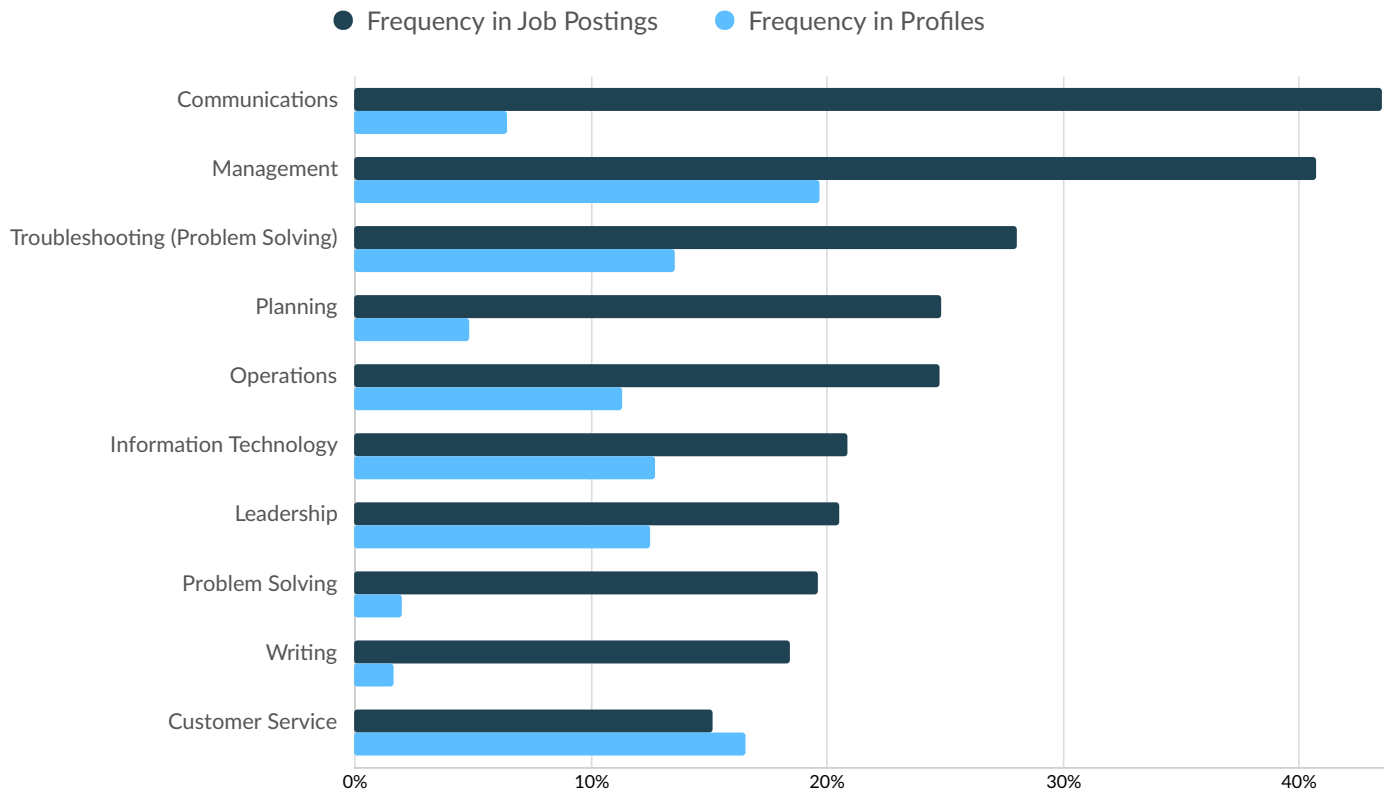
	Total/Unique (Nov 2020 - Nov 2022)	Posting Intensity	Median Posting Duration
Professional, Scientific, and Technical Services	1,720 / 665	3 : 1 	23 days
Manufacturing	1,191 / 458	3 : 1 	22 days
Administrative and Support and Waste Management and Remediation Services	1,625 / 317	5 : 1 	23 days
Educational Services	467 / 136	3 : 1 	33 days
Health Care and Social Assistance	761 / 122	6 : 1 	26 days
Wholesale Trade	264 / 101	3 : 1 	27 days
Public Administration	252 / 76	3 : 1 	19 days
Mining, Quarrying, and Oil and Gas Extraction	136 / 60	2 : 1 	34 days
Information	277 / 56	5 : 1 	17 days
Finance and Insurance	124 / 54	2 : 1 	18 days

Top Specialized Skills



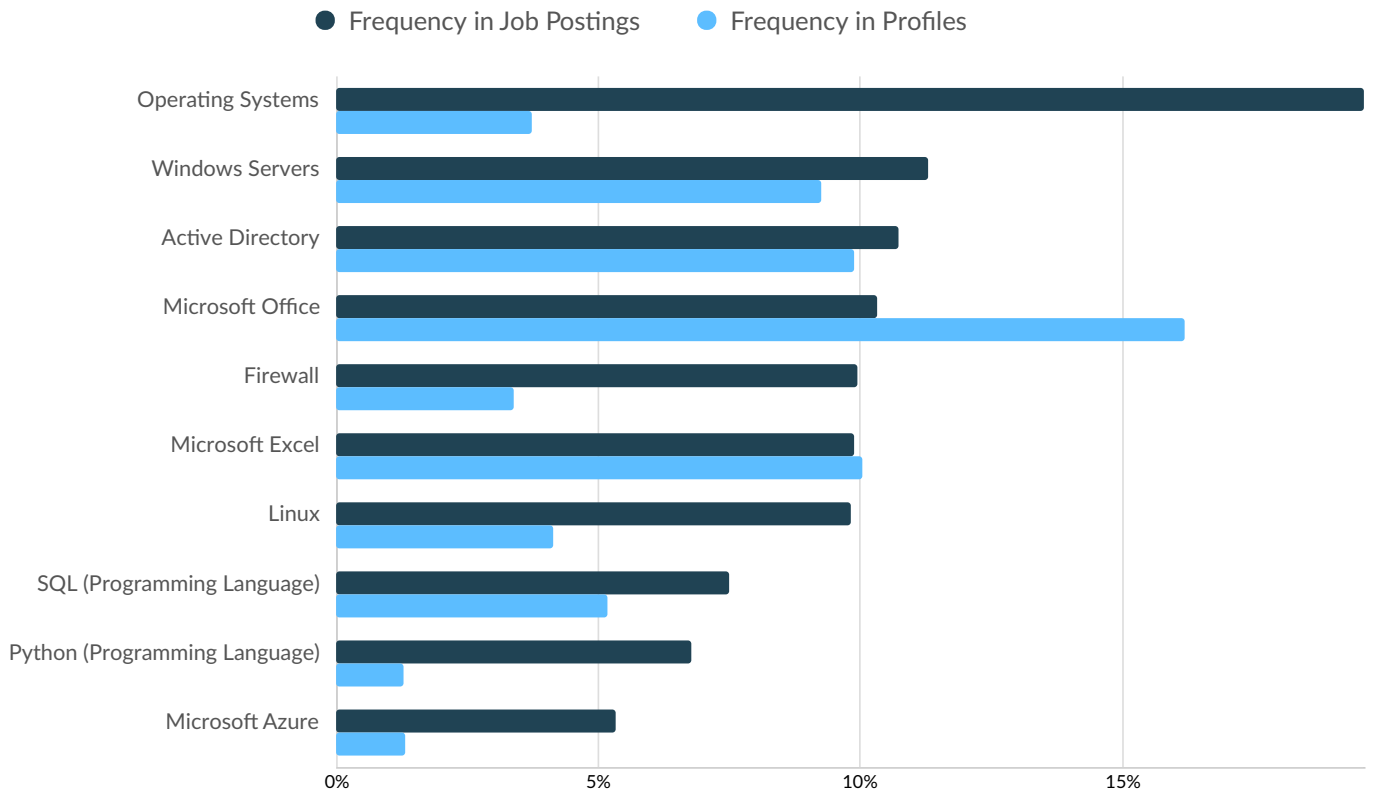
	Postings	% of Total Postings	Profiles	% of Total Profiles	Projected Skill Growth (2 years)
Computer Science	567	21%	16	1%	-13%
Operating Systems	537	20%	110	4%	-13%
Information Systems	373	14%	141	5%	-13%
Auditing	366	13%	84	3%	8%
Systems Engineering	346	13%	143	5%	-13%
Windows Servers	309	11%	272	9%	-13%
System Administration	305	11%	236	8%	-13%
Local Area Networks	295	11%	104	4%	-13%
Active Directory	294	11%	290	10%	-13%
Cyber Security	269	10%	95	3%	27%

Top Common Skills



	Postings	% of Total Postings	Profiles	% of Total Profiles	Projected Skill Growth (2 years)
Communications	1,191	44%	190	6%	5%
Management	1,115	41%	579	20%	-2%
Troubleshooting (Problem Solving)	768	28%	399	14%	5%
Planning	681	25%	144	5%	14%
Operations	679	25%	333	11%	9%
Information Technology	571	21%	375	13%	-13%
Leadership	563	21%	367	13%	18%
Problem Solving	537	20%	59	2%	10%
Writing	505	18%	49	2%	-2%
Customer Service	416	15%	486	17%	-3%

Top Software Skills



	Postings	% of Total Postings	Profiles	% of Total Profiles	Projected Skill Growth (2 years)
Operating Systems	537	20%	110	4%	-13%
Windows Servers	309	11%	272	9%	-13%
Active Directory	294	11%	290	10%	-13%
Microsoft Office	283	10%	476	16%	1%
Firewall	272	10%	100	3%	-13%
Microsoft Excel	271	10%	295	10%	-5%
Linux	269	10%	122	4%	-13%
SQL (Programming Language)	205	7%	152	5%	-13%
Python (Programming Language)	186	7%	38	1%	14%
Microsoft Azure	146	5%	39	1%	42%

Top Qualifications

	Postings with Qualification
Certified Information Systems Security Professional	183
Cisco Certified Network Associate	165
CompTIA Security+	291
IAT Level II Certification	101
Project Management Professional Certification	75
Secret Clearance	290
Security Clearance	432
Top Secret-Sensitive Compartmented Information (TS/SCI Clearance)	177
Top Secret Clearance	162
Valid Driver's License	293

Appendix A

Top Posting Sources

Website	Postings on Website (Nov 2020 - Nov 2022)
dejobs.org	616
indeed.com	458
recruitenetworks.com	363
clearancejobs.com	305
simplyhired.com	269
bakersfieldrecruiter.com	265
careerbuilder.com	218
glassdoor.com	183
dice.com	120
ziprecruiter.com	102
icims.com	88
adp.com	68
careercast.com	68
taleo.net	68
myworkdayjobs.com	61
arkansasjobboard.com	55
ca.gov	42
energyjobline.com	34
northropgrumman.com	34
disabledperson.com	32
monster.com	32
craigslist.org	31
brassring.com	30
jobshark.com	24
oxnardrecruiter.com	23

Appendix B

Sample Postings

Systems Administrators – Robert Half in Bakersfield, CA (Nov 2022 - Dec 2022)

Systems Administrator

Link to Live Job Posting: Posting is no longer active

Location: Bakersfield, CA

O*NET: 15-1244.00

Company: Robert Half

Job Title: Systems Administrators

Systems Administrator Robert Half, Bakersfield, CA 93301 1 hour ago Full Time \$30.00 to \$36.00 hourly Description A career-building opportunity for an experienced Systems Administrator is currently available at Robert Half. This role could be perfect for you if you are a proficient problem solver with a strong sense of ownership. Come work as a long-term contract / temporary to hire Systems Administrator in Bakersfield, California. This position is in high-demand so submit your application today.Key responsibilities

- Influence and build new designs, architectures, standards and methods for large-scale distributed systems
- Provide service for servers, load-balancers, and data storage across a variety of places
- Participate in service capacity planning, demand forecasting, software performance evaluation, and system tuning Requirements
- A good understanding of HTTP traffic, content delivery and caching
- Familiarity with network operating systems
- as well as programming or scripting language
- is preferred
- 5+ years of related experience
- Proven knowledge of Network Switches
- Knowledge of LAN Vs. WAN
- Well-founded grasp of Router Switches
- VoIP experience desired
- Firewall experience
- Experience with switches
- Practical knowledge of client server
- Firewall Configuration experience preferred
- General familiarity with Cisco Access Points
- Foundational knowledge of clustered and virtual storage solutions
- Expertise in crafting, analyzing and fixing large-scale distributed systems Technology Doesn't Change the World, People Do.

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- even on the go.

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Document Preparation Specialists — Stria in Bakersfield, CA (Nov 2022 - Jan 2023)

Document Preparation Specialist

Link to Live Job Posting: Posting is no longer active

Location: Bakersfield, CA

O*NET: 15-1299.03

Company: Stria

Job Title: Document Preparation Specialists

Document Preparation Specialist 2160 Mars Ct, Bakersfield, CA 93308 \$15.00 - \$15.50 an hour - Full-time Job details Salary \$15.00 - \$15.50 an hour Job Type Full-time Qualifications Data entry: 1 year (Preferred)

Filing:

1 year (Preferred) Benefits Pulled from the full job description 401(k) Dental insurance Flexible schedule Health insurance Paid time off Vision insurance Full Job Description Document Preparation Specialist About us Stria is a business process outsourcing (BPO) company whose purpose is to positively impact lives and livelihoods. Stria uses cloud-based technology to automate business processes for our clients. Primarily, this work centers on building and/or integrating cloud-based software applications. For processes that cannot be automated, Strias staff provide hands-on services in areas such as scanning, mail processing, records management, data entry and more. The company serves several vertical markets including agriculture, energy, government, health care, financial services, and retail. The company is a privately held, forward-leaning organization that offers flexible schedules, good pay, a superb culture, and the opportunity to make a difference in the world. An ability to work in a fast-paced environment and strong attention to detail are essential. More information can be found online at www.Stria.com/careers.

Stria.com/careers. Position Title Document Preparation Specialist Position Schedule Night Shift Thursday- Sunday 5:30pm - 2:00am Position Summary The Document Preparation Specialist will prepare documents to be efficiently scanned by Document Imaging Specialists. The Document Preparation Specialist will also provide reverse preparation services for the proper return of documents to our clients. The selected candidate will be expected to carry out the error free execution of document preparation and reverse preparation according to the set procedures outlined in each projects methodology. Essential Job Functions Review each projects written methodology in detail with the Document Conversion Coordinator. Demonstrate a thorough understanding of all document preparation and reverse preparation procedures for your assigned project. Remove staples, paper clips, binder clips, etc. from all client documents. Tape torn paper, straighten folded paper, handle sticky notes, etc. according to each projects set methodology. Consistently meet or exceed minimum productivity standards set for each project. Reverse preparation of documents to the specifications noted in each projects set methodology. Manually classify records into categories and sub-categories with accuracy and speed. Maintain an organized and efficient work area. Ensure that work is accurate, complete, and delivered in a timely manner according to each projects set methodology. Regular, consistent, and predictable attendance. Performs other related duties as assigned. Qualifications (Knowledge, Skills, Abilities) Excellent verbal and written communication skills Ability to solve simple and complex problems Excellent organizational skills High degree of accuracy and attention to detail Ability to lift up to 30 pounds Physical Demands and Work Environment The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this position. Reasonable accommodations may be made to enable individuals with disabilities to perform the functions. While performing the duties of this position, the employee is regularly required to talk or hear. The employee frequently is required to use hands or fingers, handle or feel objects, tools, or controls. The employee is occasionally required to stand; walk; sit; and reach with hands and arms. The employee must occasionally lift and/or move up to 30 pounds. Specific vision abilities required by this position include close vision, distance vision, and the ability to adjust focus. The noise level in the work environment is usually low to moderate. Note This job description in no way states or implies that these are the only duties to be performed by the employee(s) incumbent in this position. Employees will be required to follow any other job-related instructions and to perform any other job-related duties requested by any person authorized to give instructions or assignments. All duties and responsibilities are essential functions and requirements and are subject to possible modification to reasonably accommodate individuals with disabilities. To perform this job successfully, the incumbents will possess the skills, aptitudes, and abilities to perform each duty proficiently. Some requirements may exclude

individuals who pose a direct threat or significant risk to the health or safety of themselves or others. The requirements listed in this document are the minimum levels of knowledge, skills, or abilities. This document does not create an employment contract, implied or otherwise, other than an at will relationship. The company is an Equal Opportunity Employer, drug free workplace, and complies with ADA regulations as applicable. Stria LLC provided the following inclusive hiring information: We are an equal opportunity employer and considers all qualified applicants equally without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran status, or disability status.

Job Type:

Full-time Pay:

\$15.00 - \$15.50 per hour

Benefits:

401(k) Dental insurance Health insurance Paid time off Vision insurance

Schedule:

8 hour shift Night shift

Experience:

Data entry: 1 year (Preferred)

Filing:

1 year (Preferred)

Work Location:

One location Hiring Insights Hiring 3 candidates for this role Job activity Posted today If you require alternative methods of application or screening, you must approach the employer directly to request this as Indeed is not responsible for the employer's application process. Report job

Systems Administrators – Unclassified in Bakersfield, CA (Nov 2022 - Dec 2022)

SYSTEMS ADMINISTRATOR

Link to Live Job Posting: Posting is no longer active

Location: Bakersfield, CA

O*NET: 15-1244.00

Company: Unclassified

Job Title: Systems Administrators

Posted Under:

Bakersfield, California jobs in IT / Software / Systems; IT / Software / Systems jobs in zipcode 93399

Posted On:

2022-11-29 The Sr. System Administrator will undertake the important responsibility of managing the servers, which typically involves installing and upgrading the servers. Will provide the essential hardware support for the laptops, desktop personal computers, the printers and for monitors in the company. System Administrator will also undertake the tasks of configuration of the hardware devices, testing new softwares and designing the structure of the network. At times, will have to learn many technologies on the job, which are new in the market, for increasing the efficiency of their work. Also involves taking appropriate steps for the right up-gradation of the systems and solving any kind of problems, which might occur in the systems. Plays an important role in the timely completion of the projects by working closely with application teams. Monitor the NT Server Event Log, NT Server Hardware and also the scheduled archival software. Test the operating system software, the networking software and also the computer hardware. Experience in the design and configuration of these softwares. After finding out which components are not functioning well due to some kind of defect in them, will replace these components with good quality ones. In the backup tape management, system administrators carry out the task of changing, storing and labeling the tapes. Ideal candidate will have 4+ years of experience and if you have experience with vitalization, that will be a huge plus. Qualified candidates need to email your resume to Cindy Perkins. We are an equal employment opportunity employer and will consider all qualified candidates without regard to disability or protected veteran status. Apply for this job, view similar jobs, and more at !

Telesales Consultants – Unclassified in Bakersfield, CA (Nov 2022 - Dec 2022)

Telecom Sales Consultant

Link to Live Job Posting: Posting is no longer active

Location: Bakersfield, CA

O*NET: 15-1241.01

Company: Unclassified

Job Title: Telesales Consultants

Posted Under:

Bakersfield, California jobs in Sales; Sales jobs in zipcode 93399

Posted On:

2022-11-29 TELEPACIFIC

COMMUNICATIONS SEEKING TELECOM SALES CONSULTANTS

With over \$550 Million in revenues and ranked in INC Magazine's fastest growing private companies for six consecutive years, TelePacific Communications is the largest competitive telecom provider in California and Nevada. Also serving the Texas market, we offer business customers a broad suite of solution oriented telecom services including comprehensive

TDM & SIP

voice, VoIP/Hosted PBX, data, data center, cloud, business continuity, internet and MPLS services over our own fiber and Ethernet network.

Winning over one customer at a time, we became the largest competitor to AT&T and Verizon in California. Are you a self-proclaimed Sales Hunter ready to join a sales centric company who understands what it takes to support a top-shelf sales force? Our products and pricing are well received, but it is our commitment to coordinated provisioning, accurate bills, and responsive customer care that separates us from our competitors, large and small. Telecom Sales Consultants analyzes, consults and assesses customers' needs in order to provide comprehensive telecommunications services to meet short and long term goals. Sales Consultants spend at least 52% of job time out of the office in the field actively pursuing revenue objectives, selling TelePacific services to small & medium size businesses to meet or exceed set quota. They maintain high levels of professionalism as a representative of TelePacific to the business community during all phases of customer contact from pre-sales activity to post-sales and account management.

Our Sales Consultants:

Conducts sales presentations demonstrating TelePacific professional solutions to meet customer's specific telecommunications needs and articulates the advantages of our products and services paralleled to our competition. Heavy daily prospecting & appointment setting. Manages full sales cycle from prospecting to order processing. Interfaces with customers to determine technical requirements and expectations thru solution selling. Negotiates contract pricing and configuration with customers. Reviews & submit contracts with Order Acceptance and Sales Engineering to ensure complete understanding of the contract/customer expectation. Provides weekly and sometimes daily forecasting & reporting against Key Performance Indicators (KPI's) & activity. Participates in all sales and technology training. Participates in team cold call and activity blitzes.

REQUIREMENTS

Valid Driver's License Must have a clean DMV with a maximum of 3 points on driving record. No DUIs within the past 3 years.

Enterprise Business Consultant:

Manages to an aggressive quota (\$4,500 Customer Billing Revenue (CBR)/ Monthly Reoccurring Charges (MRC) per month). Five plus (5+) years of outside business to business sales experience, or four (4) years of telecommunications sales experience. May serve as sales mentor for junior executives.

Senior Account Executive:

Manages to an aggressive quota (\$3,500 Customer Billing Revenue (CBR)/ Monthly Reoccurring Charges (MRC) per month). Three to four (3-4) years of outside business to business sales experience, or two (2) years of telecommunications sales experience.

Account Executive:

Manages to an aggressive quota (\$2,500 Customer Billing Revenue (CBR)/ Monthly Reoccurring Charges (MRC) per month). Two (2) years of outside business to business sales experience, or One (1) year of telecommunications sales experience. Apply for this job, view similar jobs, and more at !

Enterprise Security Operations Center (SOC) Analyst

Link to Live Job Posting: Posting is no longer active

Location: Ridgecrest, CA

O*NET: 15-1212.00

Company: Elitetech Associates

Job Title: Enterprise Security Analysts

No wage data provided Enterprise Security Operations Center (SOC) AnalystEliteTech Associates

Location:

Ridgecrest, CA - 93555Positions available: 1Job #: 1fed536b

Delivery Method:

ZipRecruiter

Source:

ZipRecruiter | Indeed

Site:

www.ziprecruiter.com Job DescriptionJob DescriptionJob DescriptionThe Enterprise Security Operations Center (SOC) analyst is responsible for successfully performing the daily monitoring, investigation, and incident response activities of Enterprise SOC. The SOC Analyst will generally review alert messages/events coming from external sources such as upstream computer network defense service providers and internal alerting systems or other teams within the organization, triage alerts, conduct investigations, support incident response processes, manages the alert/investigation, and develops and reports out findings

Responsibilities:

? Perform real-time monitoring of internal and information technology security equipment (IDS, IPS, HID, firewalls, SYSLOG) and systems to determine operational status and performance making use of various Security Incident and Event Management (SIEM) systems and other related security management/console applications, such as network traffic and data analytics) ? Analyze both raw and processed security alert and event data to identify potential security incidents, threats, mitigations, and vulnerabilities ? Support follow-on actions, such as coordinating with other organization teams to facilitate remediation of the alert/event/incident, and close out the investigation. ? Perform initial alert/event/incident triage used for investigation ? Initiate incident notification, case tracking/management, recovery actions, and report status updates ? Coordinate process and procedure actions with geographically separated team members

Qualifications:

? Completion of an Associate's or Bachelor's degree in Information Security, Network Security, Computer Science or Information Technology preferred with at least 5 years of operational experience ? Computer/host and network forensics and penetration testing skills preferred. ? Working knowledge of well-known networking protocols, services and operating systems to include but not limited to: TCP/IP, LDAP, Radius, IPSEC, HTTP, HTTPS, SSL, SSH, SFTP, SMTP, PPTP, PPP, SMB, SNMP, RIP, Windows and Linux)Hand-on experience managing IP Networks, Intrusion Detection Sensors (host and network), Intrusion Prevention Systems, firewalls, Host-Based Security System (HBSS) based on McAfee, and DISA's DISA - Assured Compliance Assessment Solution (ACAS) based on Tenable vulnerability scanner highly desiredHands-on experience writing and executing Microsoft PowershellExperience scripting in Linux BASH/command line, and Python or PERL.Excellent oral

and written communication skills? Excellent critical thinking, analytical, and problem solving skills ? Works well in a team environment and independently ? Excellent interpersonal and organizational skills with a customer service mindset ? Skilled working with Wireshark and Microsoft Office, specifically Word, Excel, PowerPoint, and Visio

Company Description Founded in 2011 EliteTech Associates is a growing forward-thinking technology firm, specializing in engineering services. We are a women owned small business headquartered in San Diego, CA. We are proud to have an exceptional team of seasoned Cyber Security/IT professionals. Our team is committed to strategically solving business challenges using the latest technology and data resources, combined with our creative and collaborative approach. Meet some of our passionate and talented professionals today. The EliteTech Associates team realizes the importance of using resources both effectively and efficiently, and we strive to leverage our vast experience to get the job right the first time. We are built on the premises that integrity; collaboration, communication, and diversity are the foundation of a successful and thriving business. Our mission is to deliver value and excellence to our customers and partners.

Employer Research

EliteTech Associates Connect with EliteTech Associates Jobs from this Employer

Enterprise Security Operations Center (SOC) Analyst EliteTech Associates - Ridgecrest, CA Contract | \$96,825-\$105,854 Year

The Enterprise Security Operations Center (SOC) analyst is responsible for successfully performing the daily monitoring, investigation, and incident response activities of Enterprise SOC. The SOC Analyst will generally review alert messages/events coming from external sources such as upstream computer network defense service providers and internal alerting systems or other teams within the organization, triage alerts, conduct investigations, support incident response processes, manages the alert/investigation, and develops and reports out findings.

R

- Responsibilities:
- Perform real-time monitoring of internal and information technology security equipment (IDS, IPS, HID, firewalls, SYSLOG) and systems to determine operational status and performance making use of various Security Incident and Event Management (SIEM) systems and other related security management/console applications, such as network traffic and data analytics)? Analyze both raw and processed security alert and event data to identify potential security incidents, threats, mitigations, and vulnerabilities? Support follow-on actions, such as coordinating with other organization teams to facilitate remediation of the alert/event/incident, and close out the investigation.? Perform initial alert/event/incident triage used for investigation? Initiate incident notification, case tracking/management, recovery actions, and report status updates? Coordinate process and procedure actions with geographically separated team members

- Qualifications:
- Completion of an Associate's or Bachelor's degree in Information Security, Network Security, Computer Science or Information Technology preferred with at least 5 years of operational experience? Computer/host and network forensics and penetration testing skills preferred.? Working knowledge of well-known networking protocols, services and operating systems to include but not limited to: TCP/IP, LDAP, Radius, IPSEC, HTTP, HTTPS, SSL, SSH, SFTP, SMTP, PPTP, PPP, SMB, SNMP, RIP, Windows and Linux)
- Hand-on experience managing IP Networks, Intrusion Detection Sensors (host and network), Intrusion Prevention Systems, firewalls, Host-Based Security System (HBSS) based on McAfee, and DISA's - Assured Compliance Assessment Solution (ACAS) based on Tenable vulnerability scanner highly desired
- Hands-on experience writing and executing Microsoft Powershell
- Experience scripting in Linux BASH/command line, and Python or PERL.
- Excellent oral and written communication skills?

Excellent critical thinking, analytical, and problem solving skills? Works well in a team environment and independently? Excellent interpersonal and organizational skills with a customer service mindset? Skilled working with Wireshark and Microsoft Office, specifically

Word, Excel, PowerPoint, and Visio

Job Types:

Full-time, Contract

Pay:

\$96,825.00 - \$105,854.00 per year

Benefits:

- 401(k)
- Dental insurance

- Dental insurance
- Health insurance
- Life insurance
- Paid time off
- Retirement plan
- Vision insuranceExperience level:
- 5 years

Schedule:

- 8 hour shift
- Monday to FridayAbility to commute/relocate:
- Point Mugu

NAWC, CA 93042

Reliably commute or willing to relocate with an employer-provided relocation package (Required)

Experience:

Cybersecurity:

5 years (Required)

- Information security: 5 years (Required)Security clearance:
- Secret (Required)

Work Location:

One locationThis chart is used to compare your background against this job to help to determine if you would be a good fit for this position. You match 0% of the General Job Requirements. You match 0% of the Skills Required, and you match 0% of the Specialized Job Requirements.End of interactive chart.ViewSaveShare See all jobs from EliteTech Associates Location/Work Site Information

Location/Work Site Information Cost of Living:

View cost of living information based on this location Education and TrainingEducation and Training

Minimum Education Level Required:

Not Available Specialized Job RequirementsSpecialized Job Requirements

Minimum Age Requirement:

0. This job was posted at <https://www.ziprecruiter.com/> on 11/29/2022 4:07:12 AM.

Appendix C - Data Sources and Calculations

Lightcast Job Postings

Job postings are collected from various sources and processed/enriched to provide information such as standardized company name, occupation, skills, and geography.

State Data Sources

This report uses state data from the following agencies: California Employment Development Department