Job Posting Analytics

Lightcast Q2 2025 Data Set

September 2025

Workforce Alliance of the North Bay



P.O. Box 247 Napa, California 94559 707-699-1947

Parameters

Select Timeframe: May 2025 - Aug 2025

Regions:

Code Description

6041 Marin County, CA

Minimum Experience Required: Any

Advertised Salary: Include all postings regardless

Education Level: Any

Job Type: Include Internships

Keyword Search:

Posting Type: Active Postings

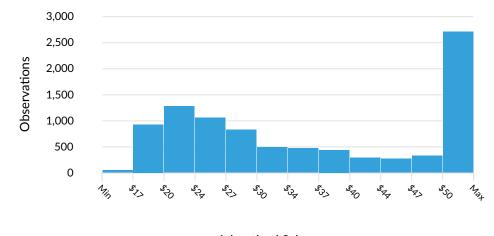
Job Postings Overview



Advertised Salary

There are 9,083 advertised salary observations (64% of the 14,141 matching postings).

\$33.11/hr
Median Advertised Salary



Advertised Salary

Advertised Salary Trend



\$33.60 Median



Job Postings Regional Breakdown

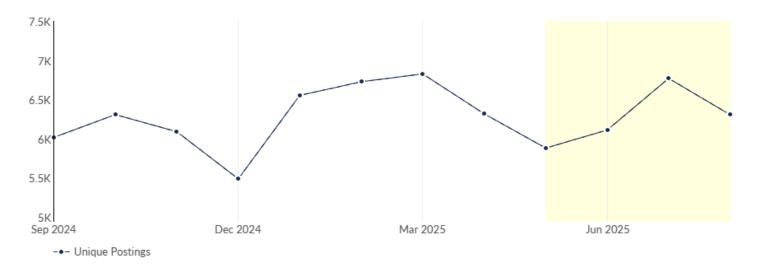


County

Unique Postings (May 2025 - Aug 2025)

Marin County, CA 14,141

Unique Postings Trend



Month	Unique Postings	Posting Intensity
Aug 2025	6,308	2:1
Jul 2025	6,772	3:1
Jun 2025	6,113	3:1
May 2025	5,883	3:1
Apr 2025	6,320	3:1
Mar 2025	6,829	3:1
Feb 2025	6,729	3:1
Jan 2025	6,555	3:1
Dec 2024	5,490	3:1
Nov 2024	6,092	3:1
Oct 2024	6,310	3:1
Sep 2024	6,019	3:1

Education Breakdown

Education Level	Unique Postings	% of Total
No Education Listed	8,878	63%
High school or GED	2,220	16%
Associate's degree	736	5%
Bachelor's degree	2,359	17%
Master's degree	990	7%
Ph.D. or professional degree	395	3%

Minimum Education Breakdown

Minimum Education Level	Unique Postings (minimum)	Unique Postings (max advertised)	% of Total (minimum)
High school or GED	2,220	0	16%
Associate's degree	490	163	3%
Bachelor's degree	1,867	444	13%
Master's degree	473	462	3%
Ph.D. or professional degree	213	182	2%

Experience Breakdown

Minimum Experience	Unique Postings	% of Total
No Experience Listed	8,234	58%
0 - 1 Years	2,188	15%
2 - 3 Years	2,371	17%
4 - 6 Years	907	6%
7 - 9 Years	244	2%
10+ Years	197	1%

Top Companies Posting

	Total/Unique (May 2025 - Aug 2025)	Posting Intensity	Median Posting Duration
MarinHealth	1,274 / 390	3:1	26 days
Biomarin Pharmaceutical	1,192 / 258	5:1	29 days
Soliant Health	320 / 200	2:1	32 days
AMN Healthcare	415 / 147	3:1	18 days
CompHealth	240 / 134	2:1	28 days
Kaiser Permanente	545 / 130	4:1	18 days
County Of Marin	277 / 126	2:1	25 days
College of Marin	144 / 121	1:1	58 days
Robert Half	129 / 102	1:1	21 days
Amergis	210 / 100	2:1	22 days

Top Cities Posting

City	Total/Unique (May 2025 - Aug 2025)	Posting Intensity	Median Posting Duration
San Rafael, CA	11,138 / 4,576	2:1	26 days
Novato, CA	5,901 / 2,553	2:1	25 days
Kentfield, CA	5,886 / 1,976	3:1	19 days
Mill Valley, CA	2,501 / 1,066	2:1	28 days
Corte Madera, CA	2,276 / 923	2:1	29 days
Larkspur, CA	1,558 / 741	2:1	25 days
Sausalito, CA	1,302 / 594	2:1	26 days
San Anselmo, CA	601 / 313	2:1	30 days
Belvedere Tiburon, CA	476 / 203	2:1	31 days
Tiburon, CA	279 / 142	2:1	31 days

Top Posted Occupations

Registered Nurses 4,384 / 1,234 4:1 Retail Salespersons 1,297 / 507 3:1 Home Health and Personal Care Aides 916 / 353 3:1 First-Line Supervisors of Retail Sales Workers 728 / 299 2:1 Physical Therapists 424 / 230 2:1 Medical and Health Services Managers 541 / 226 2:1 Speech-Language Pathologists 424 / 224 2:1 Customer Service Representatives 480 / 182 3:1 Teaching Assistants, Except Postsecondary 312 / 169 2:1 Cardiovascular Technologists and Technicians 516 / 169 3:1 Merchandise Displayers and Window Trimmers 356 / 168 2:1 Secretaries and Administrative Assistants, Except Legal, Medical, and Executive and Executive and Executive Assistants, Except Legal, Medical, and Executive Assistants, Except Legal, Medical, and Executive Assistants, Except Special and Career/Technical Education 340 / 164 2:1 Financial Managers 343 / 158 2:1 1 Radiologic Technologists and Technicians 264 / 157 2:1 1 Occupational Therapists 356 / 155 2:1 1	edian Posting Duration
Home Health and Personal Care Aides	18 days
First-Line Supervisors of Retail Sales Workers 728 / 299 2:1 Physical Therapists 424 / 230 2:1 Medical and Health Services Managers 541 / 226 2:1 Speech-Language Pathologists 424 / 224 2:1 Customer Service Representatives 480 / 182 3:1 Teaching Assistants, Except Postsecondary 312 / 169 2:1 Cardiovascular Technologists and Technicians 516 / 169 3:1 Merchandise Displayers and Window Trimmers 356 / 168 2:1 Secretaries and Administrative Assistants, Except Legal, Medical, and Executive 340 / 164 2:1 Fast Food and Counter Workers 417 / 162 3:1 1 Financial Managers 343 / 158 2:1 1 Radiologic Technologists and Technicians 264 / 157 2:1 1 Occupational Therapists 356 / 155 2:1 1 Secondary School Teachers, Except Special and Career/Technical Education 212 / 142 1:1 1 Nurse Practitioners 484 / 138 4:1 1 First-Line Supervisors of Office and Administrative Support	31 days
Physical Therapists 424 / 230 2:1 Medical and Health Services Managers 541 / 226 2:1 Speech-Language Pathologists 424 / 224 2:1 Customer Service Representatives 480 / 182 3:1 Teaching Assistants, Except Postsecondary 312 / 169 2:1 Cardiovascular Technologists and Technicians 516 / 169 3:1 Merchandise Displayers and Window Trimmers 356 / 168 2:1 Secretaires and Administrative Assistants, Except Legal, Medical, and Executive 340 / 164 2:1 Fast Food and Counter Workers 417 / 162 3:1 1 Financial Managers 343 / 158 2:1 1 Radiologic Technologists and Technicians 264 / 157 2:1 1 Occupational Therapists 356 / 155 2:1 1 Secondary School Teachers, Except Special and Career/Technical Education 212 / 142 1:1 1 Nurse Practitioners 484 / 138 4:1 1 1 First-Line Supervisors of Office and Administrative Support 281 / 125 2:1 2:1 Walters and W	33 days
Medical and Health Services Managers 541 / 226 2:1 Speech-Language Pathologists 424 / 224 2:1 Customer Service Representatives 480 / 182 3:1 Teaching Assistants, Except Postsecondary 312 / 169 2:1 Cardiovascular Technologists and Technicians 516 / 169 3:1 Merchandise Displayers and Window Trimmers 356 / 168 2:1 Secretaries and Administrative Assistants, Except Legal, Medical, and Executive 340 / 164 2:1 Fast Food and Counter Workers 417 / 162 3:1	30 days
Speech-Language Pathologists 424 / 224 2:1 Customer Service Representatives 480 / 182 3:1 Teaching Assistants, Except Postsecondary 312 / 169 2:1 Cardiovascular Technologists and Technicians 516 / 169 3:1 Merchandise Displayers and Window Trimmers 356 / 168 2:1 Secretaries and Administrative Assistants, Except Legal, Medical, and Executive 340 / 164 2:1 Fast Food and Counter Workers 417 / 162 3:1 — Financial Managers 343 / 158 2:1 — Radiologic Technologists and Technicians 264 / 157 2:1 — Occupational Therapists 356 / 155 2:1 — Secondary School Teachers, Except Special and Career/Technical Education 212 / 142 1:1 — Nurse Practitioners 484 / 138 4:1 — — Secondary School Teachers, Except Special and Career/Technical Education 212 / 142 1:1 — Nurse Practitioners 484 / 138 4:1 — — Sitockers and Order Fillers 329 / 125 3:1	18 days
Customer Service Representatives 480 / 182 3:1 Teaching Assistants, Except Postsecondary 312 / 169 2:1 Cardiovascular Technologists and Technicians 516 / 169 3:1 Merchandise Displayers and Window Trimmers 356 / 168 2:1 Secretaries and Administrative Assistants, Except Legal, Medical, and Executive 340 / 164 2:1 Fast Food and Counter Workers 417 / 162 3:1 Financial Managers 343 / 158 2:1 Radiologic Technologists and Technicians 264 / 157 2:1 Occupational Therapists 356 / 155 2:1 Secondary School Teachers, Except Special and Career/Technical Education 212 / 142 1:1 Nurse Practitioners 484 / 138 4:1 4:1 First-Line Supervisors of Office and Administrative Support Workers 281 / 125 2:1 Stockers and Order Fillers 329 / 125 3:1 4 Diagnostic Medical Sonographers 256 / 124 2:1 4 Waiters and Waitresses 259 / 121 2:1 4 General and Operations Managers 281 / 116 2:1 4 Health Technologists and Technicians, All Other<	31 days
Teaching Assistants, Except Postsecondary Cardiovascular Technologists and Technicians 516 / 169 3:1 Merchandise Displayers and Window Trimmers Secretaries and Administrative Assistants, Except Legal, Medical, and Executive Fast Food and Counter Workers 417 / 162 3:1 Financial Managers Radiologic Technologists and Technicians Occupational Therapists Secondary School Teachers, Except Special and Career/Technical Education Nurse Practitioners 484 / 138 4:1 First-Line Supervisors of Office and Administrative Support Workers Stockers and Order Fillers Diagnostic Medical Sonographers Waiters and Waitresses General and Operations Managers Accountants and Auditors Cashiers 261 / 106 2:1	31 days
Cardiovascular Technologists and Technicians Merchandise Displayers and Window Trimmers Secretaries and Administrative Assistants, Except Legal, Medical, and Executive Fast Food and Counter Workers 417 / 162 3:1 Financial Managers Radiologic Technologists and Technicians Cocupational Therapists Secondary School Teachers, Except Special and Career/Technical Education Nurse Practitioners First-Line Supervisors of Office and Administrative Support Workers Stockers and Order Fillers Diagnostic Medical Sonographers General and Operations Managers Accountants and Auditors Cashiers 516 / 169 3:1	28 days
Merchandise Displayers and Window Trimmers Secretaries and Administrative Assistants, Except Legal, Medical, and Executive Fast Food and Counter Workers Financial Managers Radiologic Technologists and Technicians Occupational Therapists Secondary School Teachers, Except Special and Career/Technical Education Nurse Practitioners First-Line Supervisors of Office and Administrative Support Workers Stockers and Order Fillers Diagnostic Medical Sonographers Waiters and Waitresses General and Operations Managers Accountants and Auditors Cashiers 356 / 168 2:1	32 days
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive Fast Food and Counter Workers 417 / 162 3:1 Financial Managers 843 / 158 2:1 Radiologic Technologists and Technicians 264 / 157 2:1 Occupational Therapists Secondary School Teachers, Except Special and Career/Technical Education Nurse Practitioners 484 / 138 4:1 First-Line Supervisors of Office and Administrative Support Workers Stockers and Order Fillers Diagnostic Medical Sonographers 256 / 124 2:1 Waiters and Waitresses General and Operations Managers Health Technologists and Technicians, All Other Accountants and Auditors Cashiers 240 / 164 2:1	17 days
and Executive Fast Food and Counter Workers 417 / 162 3:1 Financial Managers Radiologic Technologists and Technicians Occupational Therapists Secondary School Teachers, Except Special and Career/Technical Education Nurse Practitioners 484 / 138 4:1 First-Line Supervisors of Office and Administrative Support Workers Stockers and Order Fillers Diagnostic Medical Sonographers Waiters and Waitresses General and Operations Managers Health Technologists and Technicians, All Other Accountants and Auditors Cashiers 241 / 162 3:1	25 days
Financial Managers Radiologic Technologists and Technicians 264 / 157 2:1 Occupational Therapists Secondary School Teachers, Except Special and Career/Technical Education Nurse Practitioners 484 / 138 4:1 First-Line Supervisors of Office and Administrative Support Workers Stockers and Order Fillers Diagnostic Medical Sonographers 256 / 124 2:1 Waiters and Waitresses 259 / 121 2:1 Health Technologists and Technicians, All Other Accountants and Auditors 235 / 110 2:1 Cashiers	22 days
Radiologic Technologists and Technicians 264 / 157	23 days
Occupational Therapists Secondary School Teachers, Except Special and Career/Technical Education Nurse Practitioners 484 / 138	28 days
Secondary School Teachers, Except Special and Career/Technical Education Nurse Practitioners 484 / 138 4:1 First-Line Supervisors of Office and Administrative Support Workers Stockers and Order Fillers Diagnostic Medical Sonographers Waiters and Waitresses 256 / 124 2:1 Waiters and Operations Managers 484 / 138 4:1 Entry 125 2:1 Waiters and Order Fillers 256 / 124 2:1 Waiters and Waitresses 259 / 121 2:1 Health Technologists and Technicians, All Other Accountants and Auditors 235 / 110 2:1 Cashiers	17 days
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First-Line Supervisors of Office and Administrative Support Workers Stockers and Order Fillers Diagnostic Medical Sonographers Waiters and Waitresses 256 / 124 2:1 Waiters and Operations Managers General and Operations Managers Health Technologists and Technicians, All Other Accountants and Auditors Cashiers 281 / 116 2:1 Cashiers	31 days
Workers Stockers and Order Fillers Stockers and Order Fillers Diagnostic Medical Sonographers 256 / 124 Waiters and Waitresses 259 / 121 General and Operations Managers Health Technologists and Technicians, All Other Accountants and Auditors 235 / 110 2:1 Cashiers 261 / 106 2:1	17 days
Diagnostic Medical Sonographers 256 / 124 2:1 Waiters and Waitresses 259 / 121 2:1 General and Operations Managers 281 / 116 2:1 Health Technologists and Technicians, All Other Accountants and Auditors 235 / 110 2:1 Cashiers 261 / 106 2:1	26 days
Waiters and Waitresses 259 / 121 2:1 General and Operations Managers 281 / 116 2:1 Health Technologists and Technicians, All Other 309 / 115 3:1 Accountants and Auditors 235 / 110 2:1 Cashiers	22 days
General and Operations Managers Health Technologists and Technicians, All Other Accountants and Auditors Cashiers 281 / 116 2:1 309 / 115 3:1 235 / 110 2:1	17 days
Health Technologists and Technicians, All Other Accountants and Auditors 235 / 110 2:1 Cashiers 261 / 106 2:1	33 days
Accountants and Auditors 235 / 110 2 : 1	32 days
Cashiers 261 / 106 2:1	22 days
	20 days
Food Service Managers 208 / 103 2 : 1	32 days
	34 days
Counselors, All Other 277 / 101 3 : 1	29 days

Medical Assistants	263 / 98	3:1	24 days
Special Education Teachers, All Other	183 / 94	2:1	22 days
Cooks, Restaurant	206 / 92	2:1	24 days
Family Medicine Physicians	287 / 90	3:1	18 days
Managers, All Other	202 / 89	2:1	31 days
Physical Therapist Assistants	234 / 89	3:1	18 days
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	223 / 89	3:1	25 days
Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	177 / 88	2:1	24 days
Heavy and Tractor-Trailer Truck Drivers	166 / 88	2:1	18 days
First-Line Supervisors of Food Preparation and Serving Workers	208 / 86	2:1	29 days
Coaches and Scouts	139 / 84	2:1	36 days
Pharmacy Technicians	334 / 81	4:1	21 days
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	200 / 81	2:1	27 days
Financial and Investment Analysts	172 / 78	2:1	24 days
Personal Financial Advisors	172 / 78	2:1	17 days
Lawyers	154 / 78	2:1	30 days
Food Preparation Workers	182 / 77	2:1	30 days
Construction Managers	135 / 75	2:1	25 days
Project Management Specialists	213 / 74	3:1	30 days
Bookkeeping, Accounting, and Auditing Clerks	140 / 74	2:1	21 days
Child, Family, and School Social Workers	135 / 73	2:1	18 days
Nursing Assistants	206 / 73	3:1	25 days

Top Posted Occupations

Occupation (O*NET)	Total/Unique (May 2025 - Aug 2025)	Posting Intensity	Median Posting Duration
Registered Nurses	3,963 / 1,138	3:1	18 days
Retail Salespersons	1,297 / 507	3:1	31 days
First-Line Supervisors of Retail Sales Workers	728 / 299	2:1	30 days
Personal Care Aides	700 / 251	3:1	33 days
Physical Therapists	424 / 230	2:1	18 days
Medical and Health Services Managers	541 / 226	2:1	31 days
Speech-Language Pathologists	424 / 224	2:1	31 days
Customer Service Representatives	480 / 182	3:1	28 days
Cardiovascular Technologists and Technicians	516 / 169	3:1	17 days
Merchandise Displayers and Window Trimmers	356 / 168	2:1	25 days
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	340 / 164	2:1	22 days
Radiologic Technologists and Technicians	264 / 157	2:1	17 days
Occupational Therapists	356 / 155	2:1	25 days
Secondary School Teachers, Except Special and Career/Technical Education	212 / 142	1:1	31 days
Nurse Practitioners	484 / 138	4:1	17 days
Teaching Assistants, All Other	257 / 131	2:1	32 days
First-Line Supervisors of Office and Administrative Support Workers	281 / 125	2:1	26 days
Stockers and Order Fillers	329 / 125	3:1	22 days
Diagnostic Medical Sonographers	256 / 124	2:1	17 days
Financial Managers	275 / 121	2:1	28 days
Waiters and Waitresses	259 / 121	2:1	33 days
General and Operations Managers	281 / 116	2:1	32 days
Accountants and Auditors	235 / 110	2:1	20 days
Cashiers	261 / 106	2:1	32 days

Food Service Managers	208 / 103	2:1	34 days
Counselors, All Other	277 / 101	3:1	29 days
Home Health Aides	215 / 101	2:1	33 days
Medical Assistants	263 / 98	3:1	24 days
Special Education Teachers, All Other	182 / 93	2:1	22 days
Cooks, Restaurant	206 / 92	2:1	24 days
Family Medicine Physicians	287 / 90	3:1	18 days
Physical Therapist Assistants	234 / 89	3:1	18 days
Patient Representatives	244 / 88	3:1	23 days
Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel	177 / 88	2:1	24 days
Heavy and Tractor-Trailer Truck Drivers	166 / 88	2:1	18 days
First-Line Supervisors of Food Preparation and Serving Workers	208 / 86	2:1	29 days
Coaches and Scouts	139 / 84	2:1	36 days
Pharmacy Technicians	334 / 81	4:1	21 days
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	200 / 81	2:1	27 days
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	209 / 81	3:1	26 days
Baristas	221 / 79	3:1	22 days
Financial and Investment Analysts	172 / 78	2:1	24 days
Personal Financial Advisors	172 / 78	2:1	17 days
Lawyers	153 / 77	2:1	30 days
Food Preparation Workers	182 / 77	2:1	30 days
Construction Managers	135 / 75	2:1	25 days
Fast Food and Counter Workers	179 / 75	2:1	30 days
Project Management Specialists	213 / 74	3:1	30 days
Bookkeeping, Accounting, and Auditing Clerks	140 / 74	2:1	21 days

Nursing Assistants 206 / 73 3:1 25 days

Top Posted Occupations

Occupation	Total/Unique (May 2025 - Aug 2025)	Posting Intensity	Median Posting Duration
Registered Nurse	4,000 / 1,117	4:1	18 days
Retail Sales Associate	1,287 / 503	3:1	31 days
Retail Store Manager / Supervisor	722 / 299	2:1	29 days
Physician	541 / 255	2:1	17 days
Caregiver / Personal Care Aide	700 / 251	3:1	33 days
Physical Therapist	424 / 230	2:1	18 days
Speech Language Pathologist	424 / 224	2:1	31 days
Radiologic Technician / Technologist	380 / 211	2:1	17 days
Customer Service Representative	480 / 182	3:1	28 days
Office / Administrative Assistant	359 / 177	2:1	22 days

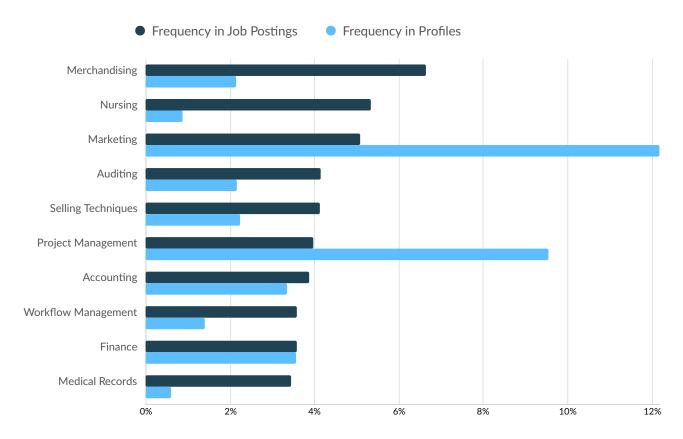
Top Posted Job Titles

	Total/Unique (May 2025 - Aug 2025)	Posting Intensity	Median Posting Duration
Speech Language Pathologists	208 / 118	2:1	36 days
Caregivers	322 / 99	3:1	32 days
Travel Physical Therapists	151 / 86	2:1	17 days
Sales Associates	166 / 81	2:1	33 days
Registered Nurses	162 / 72	2:1	25 days
Retail Sales Associates	207 / 61	3:1	34 days
School Speech Language Pathologists	103 / 60	2:1	22 days
Travel Ultrasound Technologists	136 / 59	2:1	18 days
Registered Nurse Case Managers	154 / 59	3:1	22 days
Travel Registered Nurses	233 / 53	4:1	17 days

Top Industries

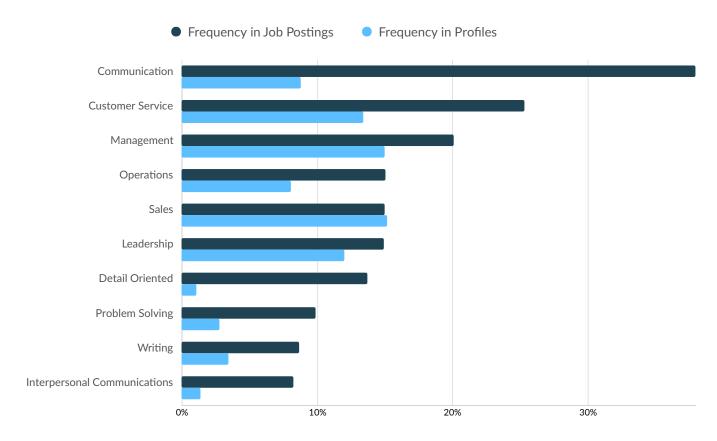
	Total/Unique (May 2025 - Aug 2025)	Posting Intensity	Median Posting Duration
Employment Placement Agencies	3,335 / 1,514	2:1	19 days
Temporary Help Services	2,773 / 1,045	3:1	18 days
General Medical and Surgical Hospitals	1,593 / 502	3:1	25 days
Supermarkets and Other Grocery (except Convenience) Stores	1,000 / 436	2:1	24 days
Home Health Care Services	826 / 291	3:1	32 days
Elementary and Secondary Schools	576 / 290	2:1	21 days
Clothing and Clothing Accessories Retailers	712 / 278	3:1	19 days
Pharmaceutical Preparation Manufacturing	1,213 / 268	5:1	29 days
Offices of Physicians (except Mental Health Specialists)	403 / 197	2:1	24 days
Commercial Banking	612 / 182	3:1	35 days

Top Specialized Skills



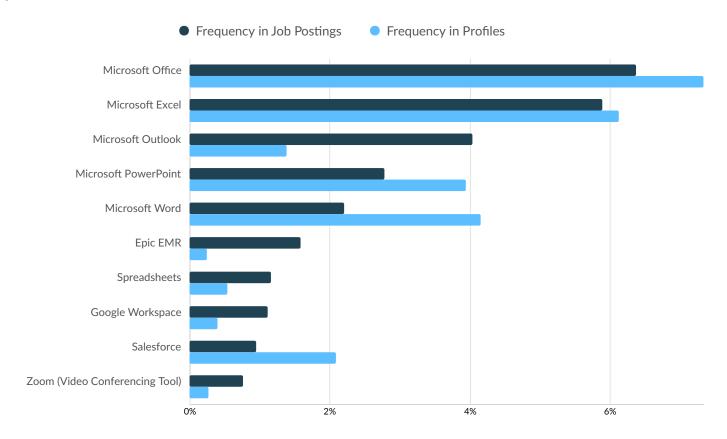
	Postings	% of Total Postings	Profiles	% of Total Profiles	Projected Skill Growth	Skill Growth Relative to Market
Merchandising	940	7%	1,986	2%	+15.0%	Growing
Nursing	756	5%	809	1%	+20.1%	Rapidly Growing
Marketing	720	5%	11,327	12%	+23.0%	Rapidly Growing
Auditing	588	4%	2,012	2%	+21.8%	Rapidly Growing
Selling Techniques	584	4%	2,083	2%	-1.2%	Lagging
Project Management	563	4%	8,874	10%	+19.8%	Rapidly Growing
Accounting	549	4%	3,117	3%	+24.0%	Rapidly Growing
Workflow Management	508	4%	1,313	1%	+18.0%	Growing
Finance	507	4%	3,308	4%	+27.3%	Rapidly Growing
Medical Records	488	3%	566	1%	+12.5%	Growing

Top Common Skills



	Postings	% of Total Postings	Profiles	% of Total Profiles	Projected Skill Growth	Skill Growth Relative to Market
Communication	5,368	38%	8,202	9%	+3.6%	Lagging
Customer Service	3,582	25%	12,483	13%	+5.2%	Stable
Management	2,844	20%	13,956	15%	+5.3%	Stable
Operations	2,127	15%	7,519	8%	+8.1%	Stable
Sales	2,118	15%	14,133	15%	+7.8%	Stable
Leadership	2,117	15%	11,192	12%	+8.5%	Stable
Detail Oriented	1,941	14%	1,002	1%	+7.1%	Stable
Problem Solving	1,404	10%	2,604	3%	+11.3%	Growing
Writing	1,227	9%	3,213	3%	+11.8%	Growing
Interpersonal Communications	1,169	8%	1,301	1%	+12.5%	Growing

Top Software Skills



	Postings	% of Total Postings	Profiles	% of Total Profiles	Projected Skill Growth	Skill Growth Relative to Market
Microsoft Office	902	6%	6,825	7%	+18.5%	Growing
Microsoft Excel	833	6%	5,701	6%	+17.7%	Growing
Microsoft Outlook	571	4%	1,290	1%	+25.0%	Rapidly Growing
Microsoft PowerPoint	394	3%	3,672	4%	+26.1%	Rapidly Growing
Microsoft Word	313	2%	3,870	4%	+7.2%	Stable
Epic EMR	224	2%	228	0%	+16.4%	Growing
Spreadsheets	164	1%	507	1%	+22.2%	Rapidly Growing
Google Workspace	157	1%	367	0%	+18.8%	Growing
Salesforce	134	1%	1,943	2%	+24.7%	Rapidly Growing
Zoom (Video Conferencing Tool)	108	1%	250	0%	+13.1%	Growing

Top Qualifications

Postings with Qualification Valid Driver's License 1,274 895 Registered Nurse (RN) Basic Life Support (BLS) Certification 834 Cardiopulmonary Resuscitation (CPR) Certification 483 First Aid Certification 215 Advanced Cardiovascular Life Support (ACLS) Certification 177 Board Certified/Board Eligible 160 Nurse Practitioner (APRN-CNP) 147 Food Handler's Card 133 Certified Nursing Assistant (CNA) 129

Appendix A

Top Posting Sources

Website	Postings on Website (May 2025 - Aug 2025)
indeed.com	5,648
simplyhired.com	4,506
craigslist.org	1,135
dejobs.org	1,049
myworkdayjobs.com	648
diversityjobs.com	435
gr8jobs.net	314
talentally.com	308
disabledperson.com	300
oraclecloud.com	297
healthjobsnationwide.com	282
glassdoor.com	272
biospace.com	215
icims.com	213
healthecareers.com	207
soliant.com	195
novatorecruiter.com	163
fairygodboss.com	156
ranchocordovarecruiter.com	155
jobvite.com	153
edjoin.org	150
governmentjobs.com	148
academiccareers.com	141
sanrafaelrecruiter.com	133
santarosarecruiter.com	132

Appendix B

Sample Postings

Service Porters — Indigo Auto Group in San Rafael, CA (Aug 2025 - Active)

Audi Marin Service Porter		
Link to Live Job Posting: www.simplyhired.com		
Location: San Rafael, CA	O*NET: 53-6021.00	
Company: Indigo Auto Group	Job Title: Service Porters	

Audi Marin Service Porter indiGO Auto Group - 3.0 San Rafael, CA Job Details Full-time \$22 - \$25 an hour 1 day ago Benefits Health savings account Paid holidays Health insurance Dental insurance Flexible spending account Vision insurance 401(k) matching Opportunities for advancement Life insurance Qualifications Porter experience Entry level Full Job Description indiGO Auto Group is a globally recognized and award-winning company with an unparalleled dedication to outstanding customer care and operational excellence. indiGO Auto Group is an industry thought leader representing 27 timelessly modern franchised dealerships in eleven US markets, including Houston, TX, Rancho Mirage, CA, Palm Springs, CA, Riverside, CA, Marin, CA, Redwood City, CA, St. Louis, MO, San Francisco, CA, Sugar Land, TX, Fort Collins, CO, and most recently Little Rock, AR! indiGO represents the very best in automotive brands: Aston Martin, Audi, Bentley, BMW, Ferrari, Jaguar, Lamborghini, Land Rover, McLaren, Porsche, Rolls-Royce, Rimac, and Volkswagen. We are always looking for bright, motivated, and energetic professionals to add to our world-class team. Each of our dealerships work as a team, and our team strives to be the best for our customers. indiGO is proud to represent the best in luxury automotive brands as well the best people - come and join us today!

What we are looking for:

indiGO Auto Group is seeking a full-time Service Porter to join our Audi Marin team. This is a great opportunity to work for an exciting company in a fast-paced environment!

This is what we offer:

Opportunity to work in a cohesive and supportive team environment Comprehensive insurance plans - medical, dental, vision, life insurance, health savings account, and flexible savings account Brand new, state-of-the-art facilities and equipment Opportunity for advancement in a growing company 401(k) plus match Paid vacation days, sick days, and holidays Brand new, state-of-the-art facilities and equipment Here is what an ordinary day of work may look like: Greet customers and make them feel at ease Retrieve cars from the lot Drive dealership vehicles with great care and responsibility The opportunity is for you if you have: Positive attitude Extremely organized with a dedicated attention to detail. Clear focus on delivering work of the highest quality. Willing to submit to a drug test and criminal background check. Maintain professional appearance and demeanor at all times. Previous Porter experience a plus. Pay range for this role is: \$22.00 - \$25.00 per hour This job description in no way implies that the duties listed here are the only ones the employee may be required to perform. The employee is expected to perform other tasks, duties, and training as dictated by their supervisors. indiGO Auto Group is an equal opportunity employer, free from discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. This policy applies to all terms and conditions of employment, including but not limited to recruiting, hiring, advancement, termination, layoff, transfer, leaves of absence, compensation and training.

Service Assistants — Indigo Auto Group in San Rafael, CA (Aug 2025 - Active)

Audi Marin Service Assistant	
Link to Live Job Posting: www.simplyhired.com	
Location: San Rafael, CA	O*NET: 43-4051.00
Company: Indigo Auto Group	Job Title: Service Assistants

Audi Marin Service Assistant indiGO Auto Group - 3.0 San Rafael, CA Job Details Full-time \$23 - \$25 an hour 8 hours ago Benefits Health savings account Paid holidays Health insurance Dental insurance Flexible spending account Vision insurance 401(k) matching Opportunities for advancement Life insurance Qualifications Sales Customer service Computer literacy High school diploma or GED Telemarketing Communication skills Entry level Full Job Description indiGO Auto Group is a globally recognized and award-winning company with an unparalleled dedication to outstanding customer care and operational excellence. indiGO Auto Group is an industry thought leader representing 27 timelessly modern franchised dealerships in eleven US markets, including Houston, TX, Rancho Mirage, CA, Palm Springs, CA, Riverside, CA, Marin, CA, Redwood City, CA, St. Louis, MO, San Francisco, CA, Sugar Land, TX, Fort Collins, CO, and most recently Little Rock, AR! indiGO represents the very best in automotive brands: Aston Martin, Audi, Bentley, BMW, Ferrari, Jaguar, Lamborghini, Land Rover, McLaren, Porsche, Rolls-Royce, Rimac, and Volkswagen. We are always looking for bright, motivated, and energetic professionals to add to our world-class team. Each of our dealerships work as a team, and our team strives to be the best for our customers. indiGO is proud to represent the best in luxury automotive brands as well the best people - come and join us today!

What we are looking for:

indiGO Auto Group is seeking a full-time Service Assistant to join our Audi Marin team. This is a great opportunity to work for an exciting company in a fast-paced environment!

This is what we offer:

Opportunity to work in a cohesive and supportive team environment Brand new, state-of-the-art facilities and equipment Opportunity for advancement in a growing company Comprehensive insurance plans - medical, dental, vision, life insurance, health savings account, and flexible savings account 401(k) plus match Paid vacation days, sick days, and holidays Here is what an ordinary day of work may look like: Identify the client's needs and assist with scheduling appointments Ensure clients concerns, such as costs, warranty questions, appointment duration, etc., are addressed prior to appointment date Receive inbound sales phone calls and leads in a courteous and accommodating manner Confirm all client appointments prior to the appointment date, making adjustments if necessary Follow up post visit to ensure customer satisfaction Work closely with the Service Department, including attending Department meetings The opportunity is for you if you have: High school diploma or equivalent Strong attention to detail Computer literacy, strong organizational and follow-up skills Previous customer service, sales, or telemarketing experience Maintain professional appearance and demeanor at all times Self-motivated and diligent Excellent written and verbal communication skills Ability to be insured to operate a motor vehicle Clear focus on delivering work of the highest quality Willing to submit to a drug test and criminal background check Pay range for this role is: \$23.00 - \$25.00 per hour This job description in no way implies that the duties listed here are the only ones the employee may be required to perform. The employee is expected to perform other tasks, duties, and training as dictated by their supervisors. indiGO Auto Group is an equal opportunity employer, free from discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. This policy applies to all terms and conditions of employment, including but not limited to recruiting, hiring, advancement, termination, layoff, transfer, leaves of absence, compensation and training.

Product Specialists — Indigo Auto Group in San Rafael, CA (Aug 2025 - Active)

Audi Product Specialist		
Link to Live Job Posting: www.simplyhired.com		
Location: San Rafael, CA	O*NET: 39-6012.00	
Company: Indigo Auto Group	Job Title: Product Specialists	

Audi Product Specialist indiGO Auto Group

- 3.0 San Rafael, CA Job Details Full-time \$23
- \$25 an hour 1 day ago Benefits Health savings account Paid holidays Health insurance Dental insurance Flexible spending account Paid time off Vision insurance 401(k) matching Opportunities for advancement Life insurance Qualifications Social media management Midlevel Driver's License Communication skills Dealership experience Teaching Mobile devices Full Job Description indiGO Auto Group is a globally recognized and award-winning company with an unparalleled dedication to outstanding customer care and operational excellence.

indiGO Auto Group is an industry thought leader representing 27 timelessly modern franchised dealerships in eleven US markets, including Houston, TX, Rancho Mirage, CA, Palm Springs, CA, Riverside, CA, Marin, CA, Redwood City, CA, St. Louis, MO, San Francisco, CA, Sugar Land, TX, Fort Collins, CO, and most recently Little Rock, AR! indiGO represents the very best in automotive brands: Aston Martin, Audi, Bentley, BMW, Ferrari, Jaguar, Lamborghini, Land Rover, McLaren, Porsche, Rolls-Royce, Rimac, and Volkswagen. We are always looking for bright, motivated, and energetic professionals to add to our world-class team. Each of our dealerships work as a team, and our team strives to be the best for our customers. indiGO is proud to represent the best in luxury automotive brands as well the best people

- come and join us today! Audi Product Specialist /Technologist
- Elevate the Customer Experience!

Are you passionate about cutting-edge automotive technology and delivering an exceptional customer experience? indiGO Auto Group's Audi Marin is seeking a full-time Audi Technologist to join our team. This is a dynamic role where you'll be the go-to expert for all things Audi, helping customers fully experience the innovation, performance, and technology that set Audi apart. Why Work With Us? Competitive pay

\$23•25/hour + bonus opportunities Supportive & collaborative team in a luxury automotive setting Comprehensive benefits
package•medical, dental, vision, life insurance, HSA, FSA, & 401(k) match Paid time off•vacation, holidays, and sick days Professional
growth•unlimited training, certification programs, and advancement opportunities State-of-the-art facilities with cutting-edge technology
and premium customer experiences

What You'll Do:

Deliver a personalized, engaging Audi experience, ensuring each customer feels confident and excited about their new vehicle Conduct indepth vehicle walkthroughs, explaining features such as infotainment, driver assistance systems, connectivity, and Quattro® technology Assist customers with Audi connect setup, mobile device pairing, and customization to suit their driving preferences Follow up with customers post-delivery to answer questions, provide additional guidance, and ensure satisfaction Act as the technology resource for both customers and dealership staff, providing ongoing training and support Utilize digital tools, social media, and tablets to enhance the customer experience and dealership presence Maintain a high standard of professionalism, hospitality, and product expertise to reinforce the Audi brand

What We're Looking For:

Passion for automotive technology and innovation

• you love learning and teaching others about cars!

Exceptional communication skills with the ability to simplify and explain complex features in an engaging way Strong attention to detail and the ability to tailor each interaction to individual customer needs Tech-savvy mindset with experience using mobile devices, in-car infotainment systems, and digital tools Ability to thrive in a fast-paced, customer-driven environment The ability to work well in a structured,

process-driven environment Previous experience in a Driver/Delivery Specialist role or similar customer-facing position (perferred) Valid driver's license and ability to safely operate vehicles Willingness to submit to a background check and drug screening Join a company that values integrity, transparency, professionalism, and teamwork. If you're ready to bring the Audi experience to life, apply today! Pay range for this role is: \$23.00

• \$25.

00 per hour + bonus opportunities This job description in no way implies that the duties listed here are the only ones the employee may be required to perform. The employee is expected to perform other tasks, duties, and training as dictated by their supervisors. indiGO Auto Group is an equal opportunity employer, free from discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity, or expression, or any other characteristic protected by federal, state or local laws. This policy applies to all terms and conditions of employment, including but not limited to recruiting, hiring, advancement, termination, layoff, transfer, leaves of absence, compensation, and training.

HDI Sales Managers — Indigo Auto Group in San Rafael, CA (Aug 2025 - Active)

Audi Marin Sales Porter		
Link to Live Job Posting: www.simplyhired.com		
Location: San Rafael, CA	O*NET: 37-2011.00	
Company: Indigo Auto Group	Job Title: HDI Sales Managers	

Audi Marin Sales Porter indiGO Auto Group - 3.0 San Rafael, CA Job Details Full-time \$22 - \$25 an hour 8 hours ago Benefits Health savings account Paid holidays Health insurance Dental insurance Flexible spending account Vision insurance 401(k) matching Opportunities for advancement Life insurance Qualifications Porter experience Entry level Full Job Description indiGO Auto Group is a globally recognized and award-winning company with an unparalleled dedication to outstanding customer care and operational excellence. indiGO Auto Group is an industry thought leader representing 27 timelessly modern franchised dealerships in eleven US markets, including Houston, TX, Rancho Mirage, CA, Palm Springs, CA, Riverside, CA, Marin, CA, Redwood City, CA, St. Louis, MO, San Francisco, CA, Sugar Land, TX, Fort Collins, CO, and most recently Little Rock, AR! indiGO represents the very best in automotive brands: Aston Martin, Audi, Bentley, BMW, Ferrari, Jaguar, Lamborghini, Land Rover, McLaren, Porsche, Rolls-Royce, Rimac, and Volkswagen. We are always looking for bright, motivated, and energetic professionals to add to our world-class team. Each of our dealerships work as a team, and our team strives to be the best for our customers. indiGO is proud to represent the best in luxury automotive brands as well the best people - come and join us today!

What we are looking for:

indiGO Auto Group is seeking a full-time Sales Porter to join our Audi Marin team. This is a great opportunity to work for an exciting company in a fast-paced environment!

This is what we offer:

Opportunity to work in a cohesive and supportive team environment Comprehensive insurance plans - medical, dental, vision, life insurance, health savings account, and flexible savings account Brand new, state-of-the-art facilities and equipment Opportunity for advancement in a growing company 401(k) plus match Paid vacation days, sick days, and holidays Brand new, state-of-the-art facilities and equipment Here is what an ordinary day of work may look like: Greet customers and make them feel at ease Retrieve cars from the lot Drive dealership vehicles with great care and responsibility The opportunity is for you if you have: Positive attitude Extremely organized with a dedicated attention to detail. Clear focus on delivering work of the highest quality. Willing to submit to a drug test and criminal background check. Maintain professional appearance and demeanor at all times. Previous Porter experience a plus. Pay range for this role is: \$22.00 - \$25.00 per hour This job description in no way implies that the duties listed here are the only ones the employee may be required to perform. The employee is expected to perform other tasks, duties, and training as dictated by their supervisors. indiGO Auto Group is an equal opportunity employer, free from discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. This policy applies to all terms and conditions of employment, including but not limited to recruiting, hiring, advancement, termination, layoff, transfer, leaves of absence, compensation and training.

Shipping and Receiving Clerks — Indigo Auto Group in San Rafael, CA (Aug 2025 - A...

Audi Marin Shipping & Receiving Clerk		
Link to Live Job Posting: www.simplyhired.com		
Location: San Rafael, CA	O*NET: 43-5071.00	
Company: Indigo Auto Group	Job Title: Shipping and Receiving Clerks	

Audi Marin Shipping & Receiving Clerk indiGO Auto Group - 3.0 San Rafael, CA Job Details Full-time \$24 - \$26 an hour 8 hours ago Benefits Paid holidays 401(k) matching Opportunities for advancement Qualifications Driver's License Entry level Full Job Description indiGO Auto Group is a globally recognized and award-winning company with an unparalleled dedication to outstanding customer care and operational excellence. indiGO Auto Group is an industry thought leader representing 27 timelessly modern franchised dealerships in eleven US markets, including Houston, TX, Rancho Mirage, CA, Palm Springs, CA, Riverside, CA, Marin, CA, Redwood City, CA, St. Louis, MO, San Francisco, CA, Sugar Land, TX, Fort Collins, CO, and most recently Little Rock, AR! indiGO represents the very best in automotive brands: Aston Martin, Audi, Bentley, BMW, Ferrari, Jaguar, Lamborghini, Land Rover, McLaren, Porsche, Rolls-Royce, Rimac, and Volkswagen. We are always looking for bright, motivated, and energetic professionals to add to our world-class team. Each of our dealerships work as a team, and our team strives to be the best for our customers. indiGO is proud to represent the best in luxury automotive brands as well the best people - come and join us today!

What we are looking for:

indiGO Auto Group is seeking a full-time Shipping & Receiving Clerk to join our Audi Marin team. This is a great opportunity to work for an exciting company in a fast-paced environment.

This is what we offer:

Opportunity to work in a cohesive and supportive team environment Brand new, state-of-the-art facilities and equipment Opportunity for advancement in a growing company Comprehensive insurance plans 401(k) plus match Paid vacation days, sick days, and holidays Here is what an ordinary day of work may look like: Process inbound and outbound inventory shipments Maintain and manage electronic parts tracking systems Process and maintain shipping and receiving activity Manage the parts inventory and keep items stocked Maintain organization and cleanliness throughout the department Load and unload trucks as deliveries come to the dealership Assist in managing parts inventory Assist internal and external customers with parts inquiries Handle technician requests in an efficient manner Process inbound and outbound inventory shipments Maintain and manage electronic parts tracking systems The opportunity is for you if you have: CDK experience strongly preferred Positive attitude Self-motivated and diligent Extremely organized with dedicated attention to detail Clear focus on delivering work of the highest quality Ability to lift 50 pounds Must have a valid driver's license and be able to be insured to operate a motor vehicle Willing to submit to a drug test and criminal background check Maintain professional appearance and demeanor at all times Pay range for this role is: \$24.00 -\$26.00 per hour This job description in no way implies that the duties listed here are the only ones the employee may be required to perform. The employee is expected to perform other tasks, duties, and training as dictated by their supervisors. indiGO Auto Group is an equal opportunity employer, free from discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. This policy applies to all terms and conditions of employment, including but not limited to recruiting, hiring, advancement, termination, layoff, transfer, leaves of absence, compensation and training.

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.