

### Trends require business savvy

Most people associate health care with the familiar players—doctors and nurses. However, life sciences organizations require expertise from individuals in IT, human resources, office management and finance. Since the industry experiences disruptions, individuals with business savvy are able to make projections that keep operations running smoothly and effectively.

A major shift in the business side of health included the digitization of patient care records. This required office managers and IT professionals to create and implement new systems to relocate physical files into the cloud and keep people safe.

The trend toward telehealth requires professionals who understand both pieces of the puzzle—the actual clinical language, diagnostics, and treatment of health issues, as well as those who can create the technology structure needed to make apps and other related services available.

Consider using business, sales and technical skills to enter the workforce in this booming industry.

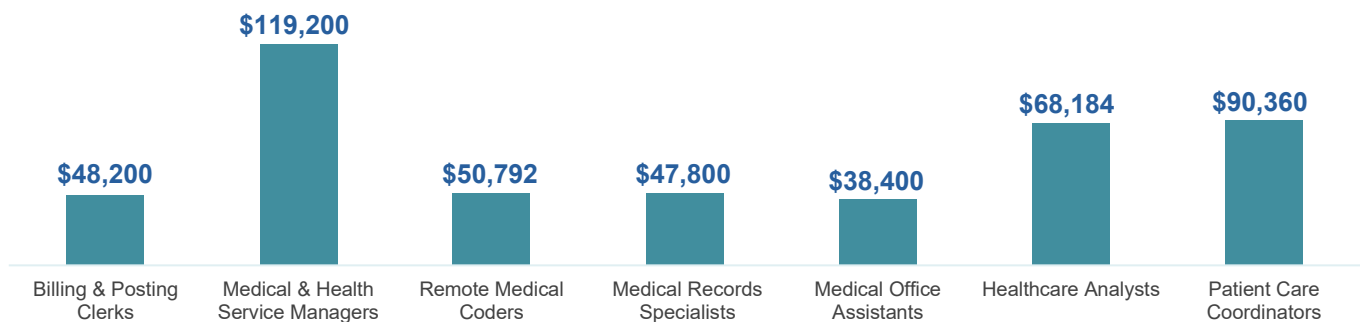
The occupations shown below represent a cross-section of entry-, mid- and executive-level positions.

<b>FAST FACTS</b>	<b>3,689</b> LIFE SCIENCE ESTABLISHMENTS IN THE REGION.
<b>99,633</b> EMPLOYED IN LIFE SCIENCES IN THE REGION.	SOME LIFE SCIENCE OCCUPATIONS WORK ALONGSIDE AI TECHNOLOGY

### TOP INDUSTRY EMPLOYERS (2023)

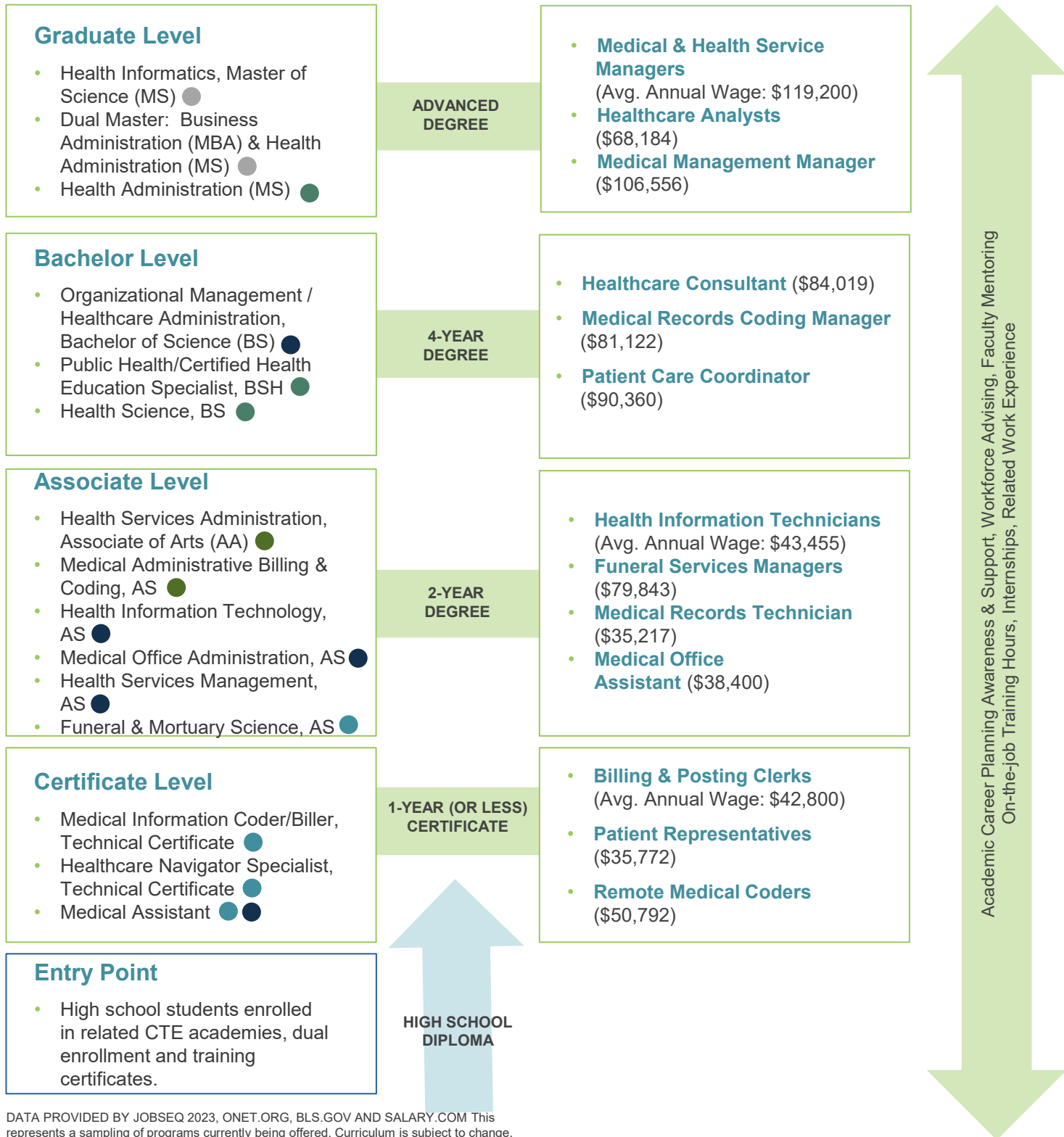
Company	Number of Employees
Baptist Health	12,000
Mayo Clinic	8,450
UF Health Jacksonville	6,600
Ascension St. Vincent's	5,050
Brooks Rehabilitation	2,170

### AVERAGE WAGES



# Business Side of Life Sciences Pathway

<b>TALENT PIPELINE</b>	<b>32</b> CTE academies focusing on Life Science related curriculum	<b>6</b> Regional colleges & degree or certificate programs with <b>Life Science</b> (or related) concentrations	<ul style="list-style-type: none"> <li>● Edward Waters University</li> <li>● Florida State College at Jacksonville</li> <li>● Jacksonville University</li> <li>● Keiser University</li> <li>● St. Johns River State College</li> <li>● University of North Florida</li> </ul>
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DATA PROVIDED BY JOBSEQ 2023, ONET.ORG, BLS.GOV AND SALARY.COM This represents a sampling of programs currently being offered. Curriculum is subject to change.

# Select Regional Employers Life Sciences



Ascension St. Vincent's  
HealthCare+\*  
Availity +\*  
Baptist Health +\*  
Brooks Rehabilitation +\*  
Florida Blue +\*

Forcura +\*  
Formativ Health +  
Mayo Clinic +\*  
Nemours Children's Clinic +

HCA Healthcare +  
UF Health Jacksonville+\*

*\*JAXUSA Partnership Investor/ +JAX Chamber Investor*

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Earn Up is powered by JAXUSA Partnership, the private, nonprofit division of JAX Chamber that is Jacksonville's regional economic development initiative overseeing the efforts of the seven counties of Northeast Florida. Earn Up also works closely with CareerSource Northeast Florida to ensure that employers have the best assistance for any pertinent workforce needs.

