

**HELP WANTED:** Must have a strong stomach. Will often work with blood, vomit and other gross-out materials.



Direct Patient & Therapeutic Care

# THE CAREGIVERS

**You enjoy working with people.** Your critical thinking and problem-solving skills help to diagnose, troubleshoot and treat a wide range of injuries, disorders and diseases for your patients. You don't mind being on the front line of the fight to help keep members of your community healthy, happy and productive.

There's more! Visit [CareerPathways.EducateIowa.gov](https://CareerPathways.EducateIowa.gov) for other potential careers.

Take a peek at a few examples...

## PHARMACIST

Review, research and dispense pharmaceuticals or specialized medical treatments prescribed by doctors, dentists and other health care professionals. Educate patients about the appropriate use, potential side effects and available refills for prescriptions or medications. Advise on the selection, dosage, interactions and other considerations of medication therapy for patients. Professional license required.



\$40-\$53/hour

ADVANCED DEGREE

## ADVANCED PRACTICE NURSE

Examine, assess, diagnose, and treat patients for health care conditions, medical illnesses or injuries, often independently from a doctor or as the lead for a small health care team. Order, perform or interpret tests, such as lab work and x-rays, prescribing related medication or additional treatments. Professional license required.



\$40-\$60/hour

## DENTAL HYGIENIST

Provide dental care and preventative maintenance services by polishing, removing mineral deposits and stains and applying sealants and fluoride treatments to teeth. Help prevent, detect and treat diseases by examining the mouth, head and neck areas, taking X-rays, recording medical and dental histories and educating patients on healthy dental habits. Professional license required.



\$26-\$33/hour

BACHELOR'S OR ASSOCIATE DEGREE

## REGISTERED NURSE (RN)

Diagnose patient health care needs, develop and implement nursing care plans and maintain medical records for sick, injured, disabled or aging patients or residents. Order, interpret and evaluate various diagnostic or clinical tests and procedures. May provide case management services or advise on health maintenance, disease prevention and additional health education. Professional license required.



\$20-\$32/hour

## EMERGENCY MEDICAL TECHNICIAN (EMT)

Respond to emergency assistance calls by traveling to locations to assess and administer basic medical care to sick, injured or incapacitated individuals, such as providing cardiopulmonary resuscitation (CPR), supplying oxygen and administering treatments for allergic reactions. Safely and quickly transport injured or sick persons to medical facilities for continued treatment and monitoring.



\$12-\$18/hour

TECHNICAL TRAINING/CERTIFICATE

## CERTIFIED NURSING ASSISTANT (CNA)

Provide direct, hands-on health care and assistance to sick, injured or elderly patients or residents, helping with bathing, dressing, eating and other basic daily activities, often under the supervision of health care and nursing staff. Measure, monitor and document patients' health status or nutrition levels. May perform some minor medical procedures with additional training and certifications.



\$12-\$18/hour



**COMMON CAREER INTEREST TYPES:** Realistic, Social, Conventional  
Not sure of your type? Take the test at <https://iowa.emsicc.com/assessment>

**HELP WANTED:** Looking for great listeners and problem solvers to help others.



Community & Behavioral Health

# THE SUPPORTERS

**You remove barriers.** People come to you with problems or concerns, and you help put together a plan to help directly or connect them with the right people, services and other community resources to get things done. Your patience, empathy and passion for helping others makes your community a better place to live.

There's more! Visit [CareerPathways.EducateIowa.gov](https://CareerPathways.EducateIowa.gov) for other potential careers.

Take a peek at a few examples...

## PSYCHIATRIST

Diagnose, prescribe, treat and help prevent mental, emotional or behavioral disorders through a wide range of counseling, pharmaceutical and psychotherapeutic procedures or treatments. Analyze and evaluate patient data using advanced medical or scientific software. Collaborate with physicians, psychologists, social workers and other health professionals. Professional license required.

\$54-\$92/hour



ADVANCED DEGREE

## MENTAL HEALTH COUNSELOR

Work with individuals and communities to promote positive mental and emotional health by conducting mental health assessments, developing treatment plans, leading therapy sessions and educating on preventative care methods. May focus on areas like addiction or substance abuse, family or marital problems, stress management, self-esteem and aging or death. Professional license required.

\$17-30/hour



## HEALTH EDUCATOR

Design, manage and provide health education programs that help individuals and communities improve and maintain healthy lifestyles, policies and environments. Collect and analyze data to identify community needs, monitor participation and feedback and evaluate overall success of programs. May also provide professional development and training for new or current health care professionals.

\$18-\$32/hour



BACHELOR'S OR ASSOCIATE DEGREE

## COMMUNITY HEALTH WORKER

Assist individuals and communities to adopt healthy behaviors by taking advantage of new or existing programs and services. Conduct outreach for medical personnel or health organizations for programs that promote, maintain and improve individual and community health. May provide social support and informal counseling, or advocacy and collect data to help identify community health needs. Professional license required.

\$14-\$24/hour



## DIRECT SUPPORT PROFESSIONAL

Assist the sick, elderly, disabled and other types of patients or residents with daily living activities, such as making beds, doing laundry, washing dishes and preparing meals. May also assist with symptom management, proper hygiene, nutrition and taking medications, reporting any concerns or health status changes to health care professionals when appropriate.

\$12-\$15/hour



TECHNICAL TRAINING/CERTIFICATE

## INTERPRETER/TRANSLATOR

Assist doctors, dentists and other professionals in communicating with a diverse population. Interpret or translate oral or sign language for in-person or virtual interactions and written text from emails, letters or other forms of non-verbal communication to ensure safe and accurate health care is provided. May specialize in specific languages, populations, or locations within a community.

\$12-\$20/hour



**COMMON CAREER INTEREST TYPES:** Social, Investigative, Enterprising  
Not sure of your type? Take the test at <https://iowa.emsicc.com/assessment>

**HELP WANTED:** Do you like solving puzzles?  
We're looking for individuals with investigative skills.



Imaging & Diagnostic Testing

# THE INVESTIGATORS

**You have an eye for detail.** You're more comfortable working behind-the-scenes by running tests and evaluations that help to investigate, diagnose and treat patients. Your sharp mind and problem solving abilities work best when put to use in a laboratory or other facility with less direct contact with the general public.

There's more! Visit [CareerPathways.EducateIowa.gov](https://CareerPathways.EducateIowa.gov) for other potential careers.

Take a peek at a few examples...

ADVANCED OR BACHELOR'S DEGREE

## RADIOLOGIST

Consult with patients and health care professionals to determine needs for diagnostic imaging procedures. Research and analyze findings from scans to diagnose and develop treatments for internal diseases or medical conditions, sometimes through the use of radioactive or hazardous materials. May assist in the supervision and training of other radiology or lab support staff. Professional license required.

\$45-\$100/hour



## CLINICAL LABORATORY SCIENTIST

Plan, oversee or coordinate overall imaging and diagnostic testing projects to ensure compliance with all appropriate rules, regulations and protocols and to remain in line with quality control standards and objectives. May assist in the evaluation and analysis of data trends and report findings or additional recommendations to various audiences and business stakeholders. May require advanced certification or professional license.

\$41-\$59/hour



BACHELOR'S OR ASSOCIATE DEGREE

## RADIOLOGY TECHNOLOGIST

Perform diagnostic imaging procedures, such as x-ray, magnetic resonance imaging (MRI) and computed tomography (CT) scans, that offer an internal view of the human body. Consult with radiologists to observe, diagnose and develop treatments for internal diseases or medical conditions. Observe all safety laws, rules and regulations to ensure patient safety and satisfaction at all times.

\$22-\$31/hour



## MEDICAL LABORATORY TECHNOLOGIST

Assist in the operation and maintenance of equipment and supplies necessary to offer an internal view of the human body through x-ray, ultrasound and other radiologic technologies and procedures. Prepare machines and patients for procedures, answering questions and offering advice for addressing anxiety and other concerns. Observe regulatory and safety laws, rules and regulations at all times.

\$24-\$32/hour



TECHNICAL TRAINING/CERTIFICATE

## VETERINARY TECHNICIAN

Perform medical tests for use in the diagnosis, treatment and prevention of diseases and other medical conditions in animals, including the development of vaccines, serums and other medications. Clean, sterilize and maintain instruments and equipment to ensure a safe environment. May also assist veterinarians during surgery and other procedures with advanced training.

\$14-\$20/hour



## PHLEBOTOMIST

Safely and carefully draw and label blood for tests, transfusions, donations or research purposes. Educate and inform patients about procedures and risks, assisting with recovery from any adverse reactions. Safely handle and dispose of blood, blood products and other hazardous fluid or tissue materials in accordance with all applicable laws, standards and policies. May require travel to and from various sites.

\$13-\$19/hour



**COMMON CAREER INTEREST TYPES:** Realistic, Investigative, Conventional  
Not sure of your type? Take the test at <https://iowa.emsicc.com/assessment>

**HELP WANTED:** Seeking individuals who are out-of-the-box, forward thinkers to make the world a better place.



Biotechnology Research & Development

# THE INNOVATORS

**You're changing the world.** Your curiosity and creativity are leading the way in the research and development of new and innovative pharmaceuticals, medical treatments and advanced technologies that improve the quality and length of human life. These occupations are on the cutting edge of modern medicine.

There's more! Visit [CareerPathways.EducateIowa.gov](https://CareerPathways.EducateIowa.gov) for other potential careers.

Take a peek at a few examples...

## BIOCHEMIST/BIOPHYSICIST

Research, document, and analyze the chemical composition, physical principles, electrical and mechanical energy and other variables or aspects of living cells and organisms, individually or as a member of a team. May conduct or lead research to further the understanding of the metabolism, reproduction, growth and heredity of living organisms. May require advanced certification or professional license.



\$32-\$48/hour

ADVANCED DEGREE

## ANIMAL SCIENTIST

Lead or conduct research covering the genetics, nutrition, reproduction, and development of animals, either individually or as part of a team of other scientists from various areas of study and specialization. May assist in preparing charts, reports and other visual representations of research findings. May require advanced certification or professional license.



\$28-\$42/hour

## CLINICAL DATA MANAGER

Accurately and efficiently collect and manage data from a variety of medical research projects, such as clinical or pharmaceutical trials. Analyze data closely to spot any trends, dangerous side effects or other promising findings and present information in-person or with reports to upper management team or investors. May lead a team of other scientists, technicians and data management professionals.



\$30-\$45/hour

BACHELOR'S DEGREE

## CHEMICAL ENGINEER

Research, design, and develop equipment and processes for manufacturing chemicals and products, such as pharmaceuticals, synthetic plastics and food additives by applying knowledge and principles of chemistry, physics and engineering. Troubleshoot problems with chemical manufacturing processes, equipment and finished products to optimize performance or to ensure a safe, quality product.



\$33-\$46/hour

## CHEMICAL LABORATORY TECHNICIAN

Assist scientists in the qualitative and quantitative analysis of solids, liquids and gaseous materials. Observe, document and report test findings to aide in the research and development of new products or processes, quality control analysis and contribute to work involving experimental, theoretical or practical applications of chemistry and related sciences. Assist in maintaining a clean and safe work area at all times.



\$17-\$26/hour

ASSOCIATE DEGREE

## BIOINFORMATICSTECHNICIAN

Gather, analyze and track data about biological functions or characteristics to assist scientists in areas such as pharmaceuticals, medical technology, genomic testing and DNA sequencing. Build and maintain databases for processing and analyzing genomic or other biological information to be used in the development of new or improved medical treatments, medications or technologies.



\$12-\$15/hour



**COMMON CAREER INTEREST TYPES:** Investigative, Realistic, Conventional  
Not sure of your type? Take the test at <https://iowa.emsicc.com/assessment>

**HELP WANTED:** Do you have the gift of gab? We need you to help communicate and keep things moving.



Health Informatics & Business Operations

# THE ADVISORS

**You seal the deal.** Your top notch communication, sales and business skills help keep the business open and helping people. You play an important, but often indirect role by helping to promote, sell and improve the products and services your company offers in your community and around the world.

There's more! Visit [CareerPathways.Educatelowa.gov](https://www.educatelowa.gov) for other potential careers.

Take a peek at a few examples...

ADVANCED OR BACHELOR'S DEGREE

## COMPUTER & INFORMATION SYSTEMS MANAGER

Plan, manage and oversee all computer or IT-based activities for an organization, such as electronic data processing, systems analysis and computer programming. Research, recommend and implement the purchase or improvement of related computer hardware, software and programming needs to ensure patient safety and privacy at all times.

\$40-\$62/hour



## NURSING MANAGER

Plan, direct and coordinate the activities of all nursing staff within a facility or area of practice, including various advocacy, recruitment and retention initiatives, in observation of all regulatory, ethical, budgetary and legal regulations, policies and procedures. May also collaborate with physicians, nurses and other health professionals and specialists with advanced or complicated medical procedures.

\$30-\$45/hour



TECHNICAL TRAINING/CERTIFICATE

## MARKETING SPECIALIST

Research market conditions and gather information to determine potential sales of various health science products or services. Measure the effectiveness of marketing, advertising, and communications programs and strategies, including through social media and other digital marketing channels. Collect and analyze data on competitors, customers, pricing, sales, and methods of marketing and distribution.

\$20-\$36/hour



## MEDICAL TRANSCRIPTIONIST

Document, translate, or transcribe medical reports recorded by physicians and other health practitioners using various electronic devices, covering visits to offices or emergency rooms, diagnostic or imaging tests, operations, chart reviews and final summaries. Edit materials as necessary and return reports in either printed or electronic form for review and signature to ensure accuracy and completeness.

\$15-\$27/hour



HIGH SCHOOL/HSED

## CUSTOMER SERVICE REPRESENTATIVE

Interact with customers by phone, email, and online to provide information in response to inquiries about products and services. Handle, record, and resolve complaints when necessary, weighing the needs of the customer and the business for long term growth and success. May work with billing and coding specialists, health care practitioners and insurance providers to assist in resolving billing or payment issues.

\$15-\$28/hour



## SALES REPRESENTATIVE

Identify the needs of current and potential customers through direct and indirect interaction and research. Match customer needs with product offerings, negotiate sales and train customers in the appropriate, safe and legal uses of products and equipment. Estimate or quote prices, contract terms, warranties and delivery dates. May assist with fundraising, marketing and public relations duties.

\$16-\$39/hour, plus commission



**COMMON CAREER INTEREST TYPES:** Conventional, Enterprising, Social  
Not sure of your type? Take the test at <https://iowa.emsicc.com/assessment>

**HELP WANTED:** Searching for individuals to provide a strong foundation. Must be dependable and like hands-on work.



Hospitality & Facility Management

# THE MAINTAINERS

**You keep things running.** You enjoy working with your hands and seeing how you help those around you feel better, safer and more comfortable while under your care or in your facilities. People appreciate how you like to keep things clean, maintained and in order.

There's more! Visit [CareerPathways.EducateIowa.gov](https://CareerPathways.EducateIowa.gov) for other potential careers.

Take a peek at a few examples...

## DIRECTOR OF OPERATIONS

Plan, direct and coordinate the general operations of a health sciences organization, center, or facility. Communicate work policies, manage daily operations, review financial statements or performance data and plan the use of materials and human resources to keep day-to-day operations running smoothly and profitable. Oversee the hiring, training and firing of staff and assist in regulatory

\$30-\$62/hour



## FITNESS & ACTIVITY COORDINATOR

Plan, direct and coordinate medically-approved recreation, fitness and wellness programs for patients and residents. Activities may include sports, field trips, theater, social activities or arts and crafts. May consult with class instructors to assess patient conditions and recommend additional activities or services. Manage and train staff of health educators fitness instructors, and other support staff.



\$26-\$43/hour

## BEAUTY & COSMETOLOGY SPECIALIST

Provide a wide range of beauty services to residents and patients of health care services, such as shampooing, cutting and styling hair; massaging and treating the head, hands and feet; and applying various cosmetics and beauty products to improve physical appearance and overall well-being. Duties may include advanced dermatology, hair removal and therapeutic massage techniques or procedures.

\$12-\$25/hour



## MEDICAL EQUIPMENT TECHNICIAN

Prepare, sterilize, install and clean machines, equipment or other technology used in laboratories, residential living facilities and other health care settings. May also assist scientists and other support staff with routine laboratory tasks and the operation or inspection of equipment, making minor adjustments or repairs as needed to maintain a high level of safety, accuracy and performance at all times.



\$12-\$18/hour

## ANIMAL CARETAKER

Feed, water, groom, exercise and care for pets, companion animals and other non-farm animals, such as dogs, cats, fish, reptiles and birds. Keep records of feedings, medical treatments, and the receipt or discharge of animals. Clean, disinfect and repair cages, pens or fish tanks in accordance with all animal safety laws, rules, and regulations. With advanced training, may assist in some minor medical procedures.

\$11-\$17/hour



## FOOD SERVICE WORKER

Plan, prepare, and serve or deliver meals to individuals, sometimes with special dietary needs and restrictions. Maintain a clean work environment based on local and national food safety standards, rules and regulations. May assist in the cooking or re-heating of pre-made food items and selling food items to patients and visitors by using equipment such as price scanners, cash registers and credit card readers.



\$12-\$18/hour

BACHELOR'S DEGREE

TECHNICAL TRAINING/CERTIFICATE

HIGH SCHOOL/HSED



**COMMON CAREER INTEREST TYPES:** Realistic, Conventional, Enterprising  
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