



**ST. KITTS AND NEVIS  
NATIONAL OCCUPATIONAL CLASSIFICATION SYSTEM  
{NOCS}**

**DEFINITIONS**

**MANAGEMENT OCCUPATIONS  
(MAJOR GROUP 1 – Coded 11-0000)**



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The Occupational definition table provides an overview of the definitions of the Broad Occupation for Groups as illustrated below;

NOCS Group	NOCS Code	NOCS Title	NOCS Definition
Major	11-0000	<b>Management Occupations</b>	
Minor	11-1000	Top Executives	
Broad	11-1010	Chief Executives	
Detailed	11-1011	Chief Executives	Determine and formulate policies and provide overall direction of companies or private and public sector organizations within guidelines set up by a board of directors or similar governing body. Plan, direct, or coordinate operational activities at the highest level of management with the help of subordinate executives and staff managers.
Broad	11-1020	General and Operations Managers	
Detailed	11-1021	General and Operations Managers	Plan, direct, or coordinate the operations of public or private sector organizations, overseeing multiple departments or locations. Duties and responsibilities include formulating policies, managing daily operations, and planning the use of materials and human resources, but are too diverse and general in nature to be classified in any one functional area of management or administration, such as personnel, purchasing, or administrative services. Usually manage through subordinate supervisors. Excludes First-Line Supervisors.
Broad	11-1030	Legislators	Legislators determine, formulate and direct policies of national, state, regional or local governments and international governmental agencies and make, ratify amend or repeal laws, public rules and regulations. They include elected and non-elected members of parliaments, councils and government
Detailed	11-1031	Legislators	Develop, introduce, or enact laws and statutes at the local, tribal, state, or federal level. Includes only workers in elected positions.
	11-1032	Senior Government Officials	
	11-1033	Senior Officials of Special Interest Organisations	
Minor	11-2000	Advertising, Marketing, Promotions, Public Relations, and Sales Managers	

Broad	11-2010	Advertising and Promotions Managers	
Detailed	11-2011	Advertising and Promotions Managers	Plan, direct, or coordinate advertising policies and programs or produce collateral materials, such as posters, contests, coupons, or giveaways, to create extra interest in the purchase of a product or service for a department, an entire organization, or on an account basis.
Broad	11-2020	Marketing and Sales Managers	
Detailed	11-2021	Marketing Managers	Plan, direct, or coordinate marketing policies and programs, such as determining the demand for products and services offered by a firm and its competitors, and identify potential customers. Develop pricing strategies with the goal of maximizing the firm's profits or share of the market while ensuring the firm's customers are satisfied. Oversee product development or monitor trends that indicate the need for new products and services.
Detailed	11-2022	Sales Managers	Plan, direct, or coordinate the actual distribution or movement of a product or service to the customer. Coordinate sales distribution by establishing sales territories, quotas, and goals and establish training programs for sales representatives. Analyze sales statistics gathered by staff to determine sales potential and inventory requirements and monitor the preferences of customers.
Broad	11-2030	Public Relations and Fundraising Managers	
Detailed	11-2032	Public Relations Managers	Plan, direct, or coordinate activities designed to create or maintain a favorable public image or raise issue awareness for their organization or client.
Detailed	11-2033	Fundraising Managers	Plan, direct, or coordinate activities to solicit and maintain funds for special projects or nonprofit organizations.
Minor	11-3000	Operations Specialties Managers	
Broad	11-3010	Administrative Services and Facilities Managers	
Detailed	11-3012	Administrative Services Managers	Plan, direct, or coordinate one or more administrative services of an organization, such as records and information management, mail distribution, and other office support services. Medical records administrators are included in "Medical and Health Services Managers". Excludes "Facilities Managers" and "Purchasing Managers".

Detailed	11-3013	Facilities Managers	Plan, direct, or coordinate operations and functionalities of facilities and buildings. May include surrounding grounds or multiple facilities of an organization's campus. Excludes "Administrative Services Managers", "Property, Real Estate, and Community Association Managers", "First-Line Supervisors of Building and Grounds Cleaning and Maintenance Workers" "First-Line Supervisors of Mechanics and Repairers", and "Maintenance and Repair Workers, General" .
Broad	11-3020	Computer and Information Systems Managers	
Detailed	11-3021	Computer and Information Systems Managers	Plan, direct, or coordinate activities in such fields as electronic data processing, information systems, systems analysis, and computer programming. Excludes "Computer Occupations".
Broad	11-3030	Financial Managers	
Detailed	11-3031	Financial Managers	Plan, direct, or coordinate accounting, investing, banking, insurance, securities, and other financial activities of a branch, office, or department of an establishment. Excludes "Financial Risk Specialists"
Broad	11-3050	Industrial Production Managers	
Detailed	11-3051	Industrial Production Managers	Plan, direct, or coordinate the work activities and resources necessary for manufacturing products in accordance with cost, quality, and quantity specifications.
Broad	11-3060	Purchasing Managers	
Detailed	11-3061	Purchasing Managers	Plan, direct, or coordinate the activities of buyers, purchasing officers, and related workers involved in purchasing materials, products, and services. Includes wholesale or retail trade merchandising managers and procurement managers.
Broad	11-3070	Transportation, Storage, and Distribution Managers	
Detailed	11-3071	Transportation, Storage, and Distribution Managers	Plan, direct, or coordinate transportation, storage, or distribution activities in accordance with organizational policies and applicable government laws or regulations. Includes logistics managers.
Broad	11-3110	Compensation and Benefits Managers	
Detailed	11-3111	Compensation and Benefits Managers	Plan, direct, or coordinate compensation and benefits activities of an organization. Job analysis and position description managers are included in "Human Resources Managers"
Broad	11-3120	Human Resources Managers	
Detailed	11-3121	Human Resources Managers	Plan, direct, or coordinate human resources activities and staff of an organization. Excludes managers who primarily focus on compensation and benefits (and training and development

Broad	11-3130	Training and Development Managers	
Detailed	11-3131	Training and Development Managers	Plan, direct, or coordinate the training and development activities and staff of an organization.
Minor	11-9000	Other Management Occupations	
Broad	11-9010	Farmers, Farm Managers and Other Agricultural Managers	
Detailed	11-9013	Farmers, Farm Managers and Other Agricultural Managers	Plan, direct, or coordinate the management or operation of farms, greenhouses, aquacultural operations, nurseries, or other agricultural establishments. May hire, train, and supervise farm workers or contract for services to carry out the day-to-day activities of the managed operation. May engage in or supervise planting, cultivating, harvesting, and financial and marketing activities. Excludes “First-Line Supervisors of Farming, Fishing, and Environmental Workers”
Broad	11-9020	Construction Managers	
Detailed	11-9021	Construction Managers	Plan, direct, or coordinate, usually through subordinate supervisory personnel, activities concerned with the construction and maintenance of structures, facilities, and systems. Participate in the conceptual development of a construction project and oversee its organization, scheduling, budgeting, and implementation. Includes managers in specialized construction fields, such as carpentry or plumbing.
Broad	11-9030	Education and Childcare Administrators	
Detailed	11-9031	Education and Childcare Administrators, Preschool and Daycare	Plan, direct, or coordinate academic or nonacademic activities of preschools or childcare centers and programs, including before- and after-school care. Excludes “Preschool Teachers, Except Special Education” and “Childcare Workers”
Detailed	11-9032	Education Administrators, Kindergarten through Secondary	Plan, direct, or coordinate the academic, administrative, or auxiliary activities of kindergarten, elementary, or secondary schools.
Detailed	11-9033	Education Administrators, Postsecondary	Plan, direct, or coordinate student instruction, administration, and services, as well as other research and educational activities, at postsecondary institutions, including universities, colleges, and junior and community colleges.
Detailed	11-9039	Education Administrators, All Other	All education administrators not listed separately.
Broad	11-9040	Architectural and Engineering Managers	

Detailed	11-9041	Architectural and Engineering Managers	Plan, direct, or coordinate activities in such fields as architecture and engineering or research and development in these fields. Excludes “Natural Sciences Managers”
Broad	11-9050	Food Service Managers	
Detailed	11-9051	Food Service Managers	Plan, direct, or coordinate activities of an organization or department that serves food and beverages. Excludes “Chefs and Head Cooks”
Broad	11-9070	Entertainment and Recreation Managers	
Detailed	11-9071	Gambling Managers	Plan, direct, or coordinate gambling operations in a casino. May formulate house rules.
Detailed	11-9072	Entertainment and Recreation Managers, Except Gambling	Plan, direct, or coordinate entertainment and recreational activities and operations of a recreational facility, including cruise ships and parks.
Broad	11-9080	Small Hotels & Guest House Managers	
Detailed	11-9081	Small Hotels & Guest House Managers	Plan, direct, or coordinate activities of an organization or department that provides lodging and other accommodations. Excludes “Food Service Managers in Small Hotels & Guest House establishments.
Broad	11-9110	Medical and Health Services Managers	
Detailed	11-9111	Medical and Health Services Managers	Plan, direct, or coordinate medical and health services in hospitals, clinics, managed care organizations, public health agencies, or similar organizations.
Broad	11-9120	Natural Sciences Managers	
Detailed	11-9121	Natural Sciences Managers	Plan, direct, or coordinate activities in such fields as life sciences, physical sciences, mathematics, statistics, and research and development in these fields. Excludes “Computer and Information Systems Managers” and “Architecture and Engineering Managers”
Broad	11-9130	Postmasters and Mail Superintendents	
Detailed	11-9131	Postmasters	Plan, direct, or coordinate operational, administrative, management, and support services of a post office; or coordinate activities of workers engaged in postal and related work in assigned post office.
Broad	11-9140	Property, Real Estate, and Community Association Managers	
Detailed	11-9141	Property, Real Estate, and Community Association Managers	Plan, direct, or coordinate the selling, buying, leasing, or governance activities of commercial, industrial, or residential real estate properties. Includes managers of homeowner and condominium associations, rented or leased housing units, buildings, or land (including rights-of-way).

Broad	11-9150	Social and Community Service Managers	
Detailed	11-9151	Social and Community Service Managers	Plan, direct, or coordinate the activities of a social service program or community outreach organization. Oversee the program or organization's budget and policies regarding participant involvement, program requirements, and benefits. Work may involve directing social workers, counselors, or probation officers.
Broad	11-9160	Emergency Management Directors	
Detailed	11-9161	Emergency Management	Plan and direct disaster response or crisis management activities, provide disaster preparedness training, and prepare emergency plans and procedures for natural (e.g., hurricanes, floods, earthquakes), wartime, or technological (e.g., power plant emergencies or hazardous materials spills) disasters or hostage situations.
Broad	11-9170	Personal Service Managers	
Detailed	11-9171	Funeral Home Managers	Plan, direct, or coordinate the services or resources of funeral homes. Includes activities such as determining prices for services or merchandise and managing the facilities of funeral homes. Excludes "Morticians, Undertakers, and Funeral Arrangers".
Detailed	11-9179	Personal Service Managers, All Other	All personal service managers not listed separately. Excludes "Financial Specialists" Daycare Managers are included in Education and Childcare Administrators, Preschool and Daycare
Broad	11-9180	Port Operations Managers	
Detailed	11-9181	Air Port managers, All Other	
Detailed	11-9182	Sea Port Managers, All Other	
Broad	11-9190	Miscellaneous Managers	
Detailed	11-9199	Managers, All Other	All managers not listed separately.