The exciting sports industry includes thousands of companies and organizations, millions of employees and billions of dollars in annual revenues.

Trends
The sports industry continues to boom, accounting for over 5 million jobs. The NBA, NFL, MLB, and Major League Soccer continue to expand along with sports-related ventures by corporate giants like NBC Sports, Disney, Warner, and Fox Sports.

Employment of athletes, coaches, umpires, and related workers is expected to increase faster than the average for all occupations through the year 2022. Employment will grow as the general public continues to participate in organized sports for entertainment, recreation, and physical conditioning.

Education & Training
Education and training requirements for athletes, coaches, umpires, and related workers vary greatly by the level and type of sport. Regardless of the sport or occupation, jobs require immense overall knowledge of the game, usually acquired through years of experience at lower levels. For high school coaching and sports instructor jobs, schools usually prefer to hire teachers willing to take on the jobs part time. Head coaches at large schools that strive to compete at the highest levels of a sport require substantial experience as a head coach at another school or as an assistant coach. To reach the ranks of professional coaching, a person usually needs years of coaching experience and a winning record in the lower ranks.

Tips for Breaking In
Obtain an internship, co-op, or related part-time job in the industry. Start small, climbing your way to top teams. Develop a broad range of technical skills (e.g., gaining experience in a company that supplies parts and goods to teams). Take a variety of courses to help you decide which aspect of the sports industry is most interesting to you.

Licenses & Certifications
High school coaches may need to meet state requirements for certification. Athletic trainers and sports psychologists often have state or national certifications or licenses. For those interested in becoming a tennis, golf, karate, or other kind of instructor, certification is highly desirable.

Earnings
All median salaries will vary based on market and size/prestige of team/sport.

<table>
<thead>
<tr>
<th>Position</th>
<th>Median Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Coaches &amp; Scouts</td>
<td>$30,640</td>
</tr>
<tr>
<td>Athletic Trainers</td>
<td>$43,370</td>
</tr>
<tr>
<td>Umpires, Referees</td>
<td>$24,090</td>
</tr>
<tr>
<td>Athletes</td>
<td>$43,350</td>
</tr>
<tr>
<td>Racing &amp; Sports Manager</td>
<td>$59,614</td>
</tr>
<tr>
<td>College Athletics Director</td>
<td>$105,293</td>
</tr>
</tbody>
</table>

Types of Employers
- Professional Sports Teams
- Minor League Sports Teams
- Schools & Universities
- Sporting Manufacturers
- Sports Media Companies

Example Employers
- American Hockey League (AHL)
- NASCAR
- ESPN
- NBA
- NFL
- MLB
- NHL
- Hendrick Motorsports
- NBC Universal
- US Olympic Committee
- Dale Earnhardt, Inc.
- Dover Motorsports, Inc.
- Indy Racing League LLC
- US Cycling Federation
- US Soccer Federation

Desirable Qualities, Interests, and Skills
Athletes, coaches, umpires, and related workers must relate well to others and possess good communication and leadership skills. Coaches also must be resourceful and flexible to successfully instruct and motivate individuals and groups of athletes.

Work hours are often irregular; travel may be extensive. Career-ending injuries are always a risk for athletes.

Job opportunities will be best for part-time coaches, sports instructors, umpires, referees, and sports officials in high schools, sports clubs, and other settings.

Websites
- National Association of Sports Officials | www.naso.org
- National Collegiate Athletic Association | www.nCAA.org
- Motorsports Employment | www.motorsportsemployment.com
- Jobs in Sports | www.jobsinsports.com
- Sports Careers | www.sportscareers.com
- Coaching Jobs | www.coachingjobs.com
- NCAASports | www.ncaasports.com
- Women's Sports Jobs | www.womensportsjobs.com
- Horsepower Jobs | www.horsepowerjobs.com

Sample Job Titles

<table>
<thead>
<tr>
<th>Head Coach</th>
<th>Professional Athlete</th>
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</thead>
<tbody>
<tr>
<td>Assistant Athletic Director</td>
<td>Athletic Trainer</td>
</tr>
<tr>
<td>Campus Recreation Director</td>
<td>Race Engineer</td>
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<tr>
<td>Sports Writer</td>
<td>Marketing &amp; Sales Assistant</td>
</tr>
<tr>
<td>Ticket Manager</td>
<td>Team Manager</td>
</tr>
<tr>
<td>Racing Manager</td>
<td>Athletic Instructor</td>
</tr>
<tr>
<td>Sports Shift Supervisor</td>
<td>Strength Coach</td>
</tr>
<tr>
<td>Scout</td>
<td>Sports Official</td>
</tr>
</tbody>
</table>

Job market, salary, and other information on the How to Get a Job In… series is from O*Net Online and the Bureau of Labor Statistics’s Occupational Outlook Handbook.