

# Careers in Education Services

Sample “Career Ladders” including Typical Yearly Salaries \$ and Required Education & Training 

These “career ladders” have been created to show you the kinds of positions available in different career fields, the opportunities for growth in these fields and, the kinds of education and training needed for each position. There are many more opportunities than are listed here. While we display several specific “career ladders,” it is important to know that there are numerous ways to progress (or “climb”) in every field. In fact, career ladders are as unique as individual workers.

The salary amounts shown are “median” annual earnings drawn from information available from the sources cited below and are specific to the Philadelphia region. A “median” is a number in the middle of a set of numbers. So half of the salaries found for a specific job were above that figure and half were below it.

## Instructional Coordinator

 **\$55,270**  
Master's degree and professional license

## Elementary School Teacher

 **\$47,330**  
Bachelor's degree, professional exams and license

## Principal

 **\$84,930**  
Master's degree

## Assistant Principal

 **\$80,580**  
Master's degree

## Instructional Coordinator

 **\$55,270**  
Master's degree and professional license


## High School Teacher

 **\$49,420**  
Bachelor's degree, professional exams and license

## Teacher Assistant

 **\$21,580**  
High school diploma; on-the-job training; and, in some cases, 2 years of college training

## Pupil Personnel Services Coordinator

 **\$63,470**  
Master's degree and five years experience

## School Counselor

 **\$57,830**  
Master's degree, professional exams and license

## High School Teacher

 **\$49,420**  
Bachelor's degree, professional exams and license



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This handout was created by the Philadelphia Youth Network with support from the Pennsylvania Department of Labor and Industry through the Regional Career Education Partnership program. Career overviews, wages, and experience requirements are adapted from the Department of Labor Occupational Outlook Handbook, 2008-09 Edition and the Occupational Employment Statistics, May 2007. Salary averages are specific to the Philadelphia region. For more information or to download copies, please visit [www.pyninc.org](http://www.pyninc.org).

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## Sample “Career Ladders” including Typical Yearly Salaries and Required Education & Training

### Instructional Coordinator

Instructional coordinators evaluate how well a school or training program’s curriculum, or plan of study, meets students’ needs. Based on their research and observations of instructional practice, they recommend improvements. They research teaching methods and techniques and develop procedures to ensure that instructors are implementing the curriculum successfully and meeting program goals. To aid in their evaluation, they may meet with members of educational committees and advisory groups to learn about subjects—for example, English, history, or mathematics—and explore how curriculum materials meet students’ needs and relate to occupations.

**\$55,270**

Master’s degree in Education and teacher’s license

### Elementary School Teacher

Most elementary school teachers instruct one class of children in several subjects. In some schools, two or more teachers work as a team and are jointly responsible for a group of students in at least one subject. In other schools, a teacher may teach one special subject—usually music, art, reading, science, arithmetic, or physical education—to a number of classes. A small but growing number of teachers instruct multilevel classrooms, with students at several different learning levels.

**\$47,330**

Bachelor’s degree in Elementary Education, passing scores on the PRAXIS I and PRAXIS II exams for professional license

### Teacher Assistant

Teacher assistants provide instructional and clerical support for classroom teachers, allowing teachers more time for lesson planning and teaching. They support and assist children in learning class material using the teacher’s lesson plans, providing students with individualized attention.

**\$21,580**

High school diploma, on-the-job training; in Title 1 schools— those with a large proportion of students from low-income households— 2 years of college training are needed

### Principal

Principals set the academic tone and actively work with teachers to develop and maintain high curriculum standards, develop mission statements, and set performance goals and objectives. Principals confer with staff to advise, explain, or answer procedural questions. They hire, evaluate, and help improve the skills of teachers and other staff. They visit classrooms, observe teaching methods, review instructional objectives, and examine learning materials.

**\$84,930**

Master’s degree in Education Administration or Educational Leadership

### Assistant Principal

Assistant principals aid the principal in the overall administration of the school. They are primarily responsible for scheduling student classes, ordering textbooks and supplies, and coordinating transportation, custodial, cafeteria, and other support services. They usually handle student discipline and attendance problems, social and recreational programs, and health and safety matters. They also may counsel students on personal, educational, or vocational matters.

**\$80,580**

Master’s degree in Education Administration or Educational Leadership

### Instructional Coordinator

Instructional coordinators evaluate how well a school or training program’s curriculum, or plan of study, meets students’ needs. Based on their research and observations of instructional practice, they recommend improvements. They research teaching methods and techniques and develop procedures to ensure that instructors are implementing the curriculum successfully and meeting program goals. To aid in their evaluation, they may meet with members of educational committees and advisory groups to learn about subjects—for example, English, history, or mathematics—and explore how curriculum materials meet students’ needs and relate to occupations.

**\$55,270**

Master’s degree in Education and teacher’s license

### High School Teacher

High school teachers help students delve more deeply into subjects introduced in elementary school and expose them to more information about the world. Middle and secondary school teachers specialize in a specific subject, such as English, Spanish, mathematics, history, or biology. They also may teach subjects that are career oriented.

**\$49,420**

Bachelor’s degree in Secondary Education with concentration in subject area, passing scores on the PRAXIS I and PRAXIS II exams for license

### Teacher Assistant

Teacher assistants provide instructional and clerical support for classroom teachers, allowing teachers more time for lesson planning and teaching. They support and assist children in learning class material using the teacher’s lesson plans, providing students with individualized attention.

**\$21,580**

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### Pupil Personnel Services Coordinator

Pupil personnel services coordinators oversee all services that support students, design and develop materials and innovative programming, direct and conduct research, and work to ensure that student support services are integrated within instructional services.

**\$63,470**

Master’s degree, five years experience in pupil personnel services (i.e. School Counselor, School Psychologist, Instructional Coordinator)

### School Counselor

School counselors assist students of all levels, from elementary school to postsecondary education. They advocate for students and work with other individuals and organizations to promote the academic, career, personal, and social development of children and youth. School counselors help students evaluate their abilities, interests, talents, and personalities to develop realistic academic and career goals. Counselors use interviews, counseling sessions, interest and aptitude assessment tests, and other methods to evaluate and advise students. They also operate career information centers and career education programs. Often, counselors work with students who have academic and social development problems or other special needs.

**\$57,830**

Master’s degree in Counseling or Counselor Education; passing score on PRAXIS Series II exam; and passing score on PRAXIS assessments of math, reading, and writing for license

### High School Teacher

High school teachers help students delve more deeply into subjects introduced in elementary school and expose them to more information about the world. Middle and secondary school teachers specialize in a specific subject, such as English, Spanish, mathematics, history, or biology. They also may teach subjects that are career oriented.

**\$49,420**

Bachelor’s degree in Secondary Education with concentration in subject area, passing scores on the PRAXIS I and PRAXIS II exams for license

### Teacher Assistant

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