

# **CAP 100M**

# **Programme Orientation**

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**Lecture # 3**

Overview of Roles



Tech  
Jobs

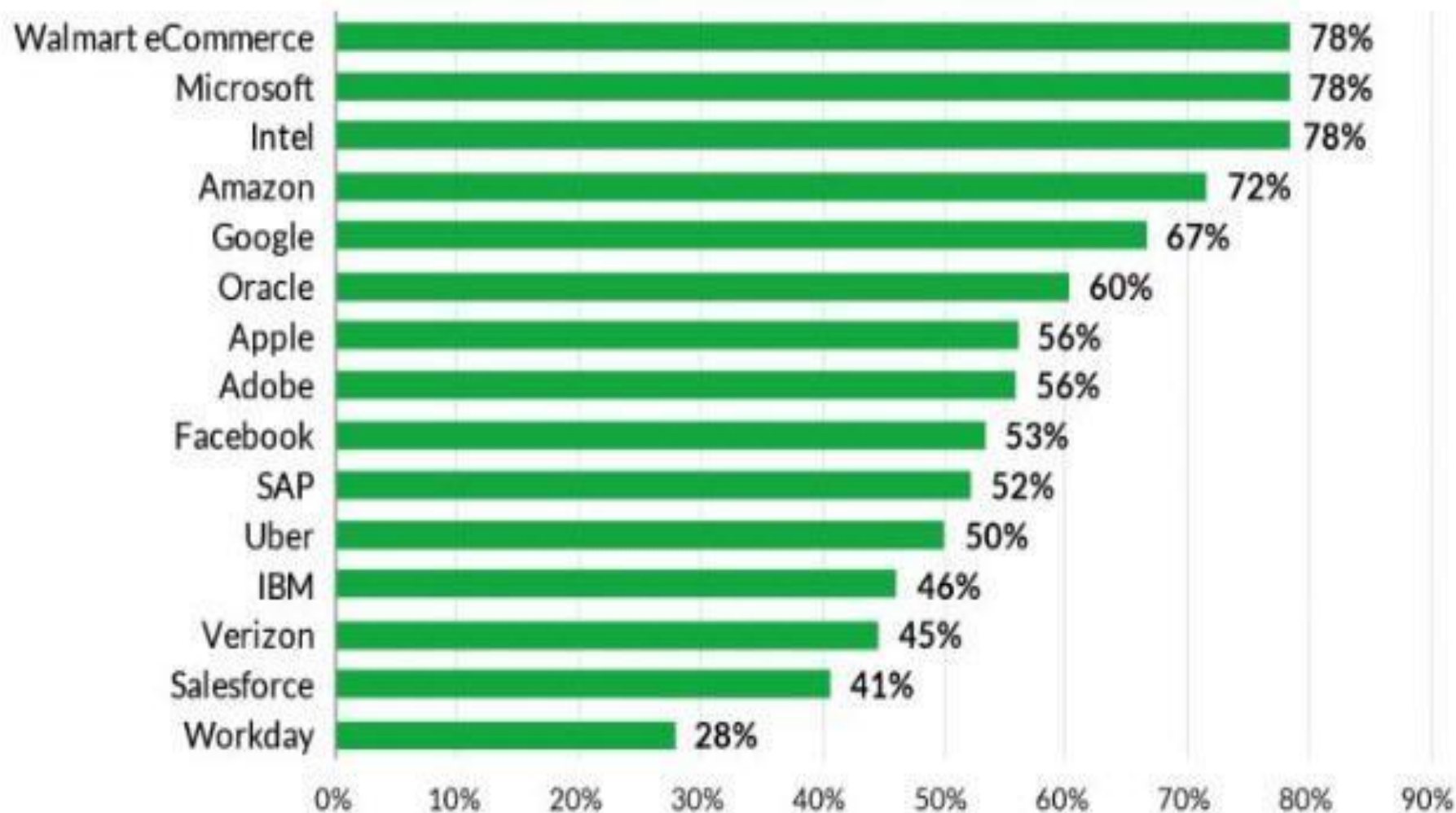
VS

Non-tech  
Jobs

# Tech Job/Profiles/Roles

- The tech jobs are the ones where one will use their technical skills, knowledge, experiences, and education to bring out viable solutions for business problems.
- Technical roles require one to hold specific technical skills, knowledge, and expertise to perform functions.
- These could be junior or senior level roles where one serve as an expert in your domain
- These are mostly related to computer codes, software applications, network systems and algorithms, etc. that support the functions of an organization.

# Open Tech Jobs at Tech Companies Today



**Source:** Glassdoor Economic Research ([Glassdoor.com/research](https://www.glassdoor.com/research)).

# TOP 10 HIGHEST PAYING TECH JOBS

## IN 2021 AND A BRIEF OVERVIEW INTO IT

### DATA SCIENTIST

There has been a 29% increase in demand for data scientists year over year and a dramatic upswing of 344% increase since 2013. The yearly salary of a data scientist can be as high as **\$150,000**, making it the highest paying job role of 2021



### BIG DATA ENGINEER

A Big Data engineer plans, designs and manages the entire lifecycle of large-scale developments and deployments of Big Data applications with an average yearly salary of **\$140,000**



### BLOCKCHAIN ENGINEER

A blockchain engineer specializes in developing and implementing architecture and solutions using blockchain technology. The average yearly salary of a blockchain engineer is over **\$150,000**



### CLOUD ARCHITECT

A cloud architect deploys and oversees an organization's cloud computing strategy with an average yearly salary of **\$107,000**



### AI ENGINEER

An Artificial Intelligence (AI) architect develops, manages and oversees AI initiatives within an organization with an average yearly salary of over **\$110,000**



### IOT SOLUTIONS ARCHITECT

The IoT solutions architect is a leadership role of overseeing the strategy behind the development and deployment of IoT solutions with an average annual salary of over **\$130,000**



### SOFTWARE ARCHITECT

A software architect optimizes the development process by making design choices and dictating technical standards such as coding, tools and platforms. The average yearly salary of a software architect is over **\$114,000**



### DEVOPS ENGINEER

It could refer to someone on the development team taking part in the deployment and network operations, or to someone from the operations team working on application development. The average yearly salary of a DevOps engineer ranges from **\$95,000** to **\$140,000**.



### FULL-STACK DEVELOPER

A full-stack developer is someone with skills in every stage of development from concept to end product with an average yearly salary of **\$106,000**



### PRODUCT MANAGER

A product manager helps to determine parameters around the product and engineering team builds, then leads the development of that product from conception to launch with an average yearly salary of over **\$100,000**





# Top 10 fastest growing jobs in India

- Machine-learning
- Application Development Analyst
- Back-end Developer
- Full-stack Engineer
- Data Scientist
- Customer success manager
- Digital-marketing specialist
- Big data developer
- Sales recruiter
- Python developer



1. <https://www.businesstoday.in/latest/trends/story/these-are-the-top-10-fastest-growing-jobs-in-india-110832-2018-09-06>
2. <https://techcresendo.com/top-10-highest-paying-tech-jobs/>

# Non Tech Job/Profiles/Roles

- The non-tech jobs are the ones that are not totally unrelated to technology, instead primarily focused on business.
- The non-tech jobs must not be taken lightly as they involve putting the word out in public about all the breakthrough changes happening in the technology world.

# 10 NONTECHNICAL JOBS IN TECH

(and what they pay in Seattle)

Not all roles in technology companies require STEM skills. Salary platform Contently describes some popular niches for those who don't code.



## Marketing manager

**What they do:** Develop and execute promotional strategy to attract and retain more customers. Work closely with PR, product and sales.

**Skills needed:** Experience in online marketing, social media and events. Written and verbal communication skills.

**Education:** Bachelor's degree in marketing, PR or related field of industry. MBA preferred.

**Average Seattle salary:** \$93,165 (base plus bonus)



## Recruiter

**What they do:** Scout for new tech talent and negotiate salaries. Place recruits in the jobs where they will have the most impact. Recruiters also represent companies at job fairs.

**Skills needed:** Written and verbal communication, negotiation, analytics and critical thinking skills.

**Education:** Bachelor's degree in human resources or related field.

**Average Seattle salary:** \$100,620 (base plus bonus)



## Sales manager

**What they do:** Generate revenue by overseeing the distribution of products and services to customers. Coach a team of sales reps and account managers, assigning sales territories and setting quotas.

**Skills needed:** Leadership skills, performance management, coaching, sales experience.

**Education:** Bachelor's degree in business or related field

**Average Seattle salary:** \$127,870 (base plus bonus)



## Business development manager

**What they do:** Develop big-picture relationships and strategic partnerships with other organizations. Hybrid of sales and marketing.

**Skills needed:** Interpersonal, written and verbal communication skills. Experience in sales and marketing.

**Education:** Bachelor's degree in business or marketing. MBA preferred.

**Average Seattle salary:** \$136,497 (base plus bonus)



## HR manager

**What they do:** Focused on hiring and onboarding new employees, as well as benefits management and driving workplace culture.

**Skills needed:** Good communication and negotiation skills, people skills.

**Education:** Bachelor's degree in human resources or related field

**Average Seattle salary:** \$119,672 (base plus bonus)



## Business analyst

**What they do:** Use deep understanding of an organization's processes to plot a course for the company, based on suggestions by stockholders and business leaders.

**Skills needed:** Communication, problem-solving, analysis and relationship building skills.

**Education:** Bachelor's degree in business or related field. MBA preferred.

**Average Seattle salary:** \$87,489 (base plus bonus)



## Operations manager

**What they do:** Ensure that an organization's internal operations are running efficiently to meet expectations of the company's leaders, customers and clients.

**Skills needed:** Strong organizational and operations skills.

**Education:** Bachelor's degree in business or related field

**Average Seattle salary:** \$112,181 (base plus bonus)



## Accountant

**What they do:** Responsible for examining, measuring and analyzing a company's financial records to produce data such as tax returns, budgets and financial reports.

**Skills needed:** Math, analytics and problem-solving skills.

**Education:** Bachelor's degree in accounting, finance, or mathematics.

**Average Seattle salary:** \$63,133 (base plus bonus)



## Copywriter

**What they do:** Produce written content for online and print materials with a focus on storytelling to address brand needs. Work closely with PR and marketing.

**Skills needed:** Large vocabulary, research, writing and grammar skills and a knack for understanding different points of view.

**Education:** Bachelor's degree in English, writing or communications.

**Average Seattle salary:** \$61,035 (base plus bonus)



## Social media manager

**What they do:** Monitor social media platforms, post announcements to raise brand awareness and drive traffic online through concise messaging and creative visuals.

**Skills needed:** Writing and grammar skills, social media expertise, ability to communicate to different audiences.

**Education:** Bachelor's degree in marketing, communications or new media.

**Average Seattle salary:** \$72,328 (base plus bonus)



# Top Non Tech Jobs in IT Sector

1. <https://www.zuaneducation.com/blog/non-technical-jobs-for-freshers-in-india/>
2. <https://www.indeed.com/career-advice/finding-a-job/highest-paid-non-technical-it-jobs>
3. <https://www.upgrad.com/blog/highest-paying-non-it-jobs-india/>

# Roles at some of the companies

1. <https://careers.cognizant.com/global/en>
2. <https://www.capgemini.com/au-en/careers/>
3. <https://www.accenture.com/in-en/careers>

# Questions???

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