**Industry data**

Job titles

* Genevieve – Information Policy Lead (the nearest being both Data Architect 1510 and IT manager 3749 out of 121,997 postings)
* Kim - Senior Software Developer (the nearest being Software Developer/Engineer 29,456 out of 121,997 postings)
* Robert – Cyber Security Consultant (the nearest being Cyber / Information Security Engineer / Analyst 2,914 out of 121,997)
* Sebastian – Principal Security Assurance Engineer (the nearest being Cyber / Information Security Engineer / Analyst 2,914 out of 121,997)
* Tim – Complaints Manager (outside of IT, however, IT manager contains some overlapping skills 3749 out of 121,997 postings)

Data from Labour Insight Jobs, Burning Glass for 1 March 2017 to 28 February 2018 postings for Australia and New Zealand and for Information Technology (IT) occupations.

In terms of rank:

* Software Developer/Engineer is by far the largest position description posted
* IT manager is 10th of the IT occupations listed
* Cyber / Information Security Engineer / Analyst is 13th
* Data Architect is 18th

Set of Skills

Information Policy Lead:

* provide strategic advice in relation to information and data management practices
* develop and deliver policies, standards and strategic initiatives
* have excellent skills in research and project management
* great interpersonal and communication skills (the most sought after general skill listed is communication skills at 44,367 out of 121,997)
* work collaboratively with internal staff and external stakeholders
* be solutions focused and provide effective leadership for your team
* desirable to have an information or data management qualification (similar to the IT skill SQL which was demanded 17,570 out of 121,997

Senior Software Developer:

* Analyse User Needs
* Analytical Thinking
* Critical Thinking (problem solving is the second highest sought after general skill listed at 16,445 out of 121,997)
* Document Application Process
* Troubleshooting
* Programming Experience (there are many different programming languages listed, however, the highest is the IT skill JavaScript which was demanded 15,368 out of 121,997)
* Attention to Detail

Cyber Security Consultant:

* Intrusion detection
* Malware analysis and reversing
* Programming know-how (there are many different programming languages listed, however, the highest is the IT skill JavaScript which was demanded 15,368 out of 121,997)
* Building a well-rounded skillset
* Risk analysis and mitigation
* Cloud security
* Leadership and negotiation skills (11th general skill list at 5,144 out of 121,997)
* Security analysis

Principal Security Assurance Engineer:

* Strong understanding of vulnerability identification or penetration testing processes and methodologies
* An understanding of software security principles, including both technical security and secure software design (similar to the IT skill software engineering which was demanded 5,816 out of 121,997)
* Experience in using penetration testing tools
* Experience in programming
* Communication skills (the most sought after general skill listed is communication skills at 44,367 out of 121,997)

Complaints Manager

* Complaints industry and regulatory knowledge
* Dispute resolution and Customer Centric (similar to the IT skill building relationships which was demanded 9,326 out of 121,997)
* Demonstrated ability to lead and inspire
* Analytical and problem-solving skills
* Strong interpersonal, negotiation, consultancy and communication skills
* Excellent stakeholder management skills the most sought after general skill listed is communication skills at 44,367 out of 121,997)

Data from Labour Insight Jobs, Burning Glass for 1 March 2017 to 28 February 2018 postings for Australia and New Zealand and for Information Technology (IT) occupations.

The three highest IT specific skills that were not in any of the above job descriptions, noting that programming languages are excluded as different languages may be used in the same job description for different programs:

* Technical support (8,700 out of 121,997)
* Project management (8,504 out of 121,997)
* Business management (7,311 out of 121,997)

The highest ranked general skills that were not listed above, noting that there are some overlap between the general skills:

* Problem solving (16,445 out of 121,997)
* Writing (15,590 out of 121,997)
* Team Work/Collaboration (14,364 out of 121,997)

Looking at the Burning Glass data my opinion has not changed based on the general and the IT skills required for any of the ideal jobs above, they are either highly sought after or reasonably highly sought after. As for the job titles all are in the top 20 IT jobs and more than half are in the top 10.