



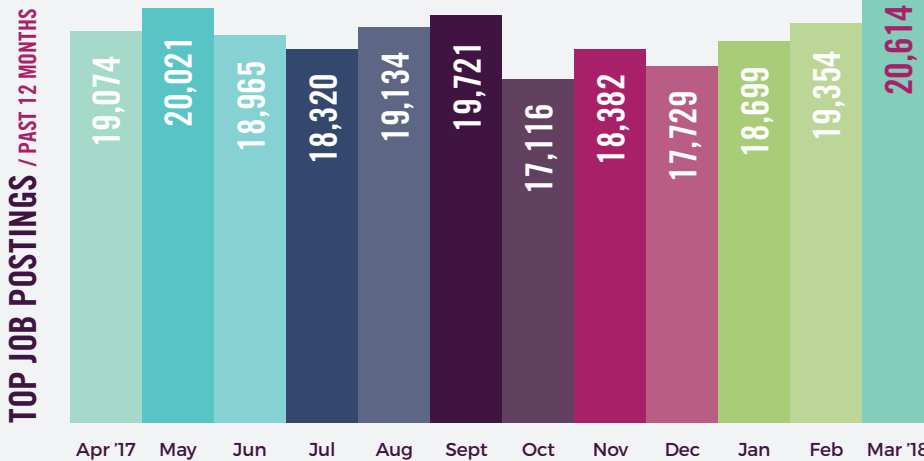
# IT JOB TRENDS

NC IT JOB POSTINGS MARCH 2018

## TOP 10 Occupations

Occupations	Mar '18	Mar '17
Software Developers	3,452	+5.3%
Computer Systems Analysts	2,419	-7.4%
Computer User Support Specialists	2,333	-14.3%
Network + Computer Systems Administrators	2,188	-9.7%
Information Technology Project Managers	1,977	+13.4%
Information Security Analysts	1,539	+56.9%
Web Developers	1,457	+7.5%
Computer Systems Engineers/Architects	1,351	+13.1%
Computer + Information Systems Managers	1,338	+24.0%
Software Quality Assurance Engineers + Testers	826	-2.0%
<b>TOTALS</b> Including All Others	<b>20,614</b>	<b>+2.5%</b>

## NC vs US JOB POSTINGS / Mar 2018



\*Ongoing data updates/revisions may cause fluctuation in job numbers contained in previous monthly reports

## TOP 10 MSAs

Location	Mar '18	Mar '17
Charlotte/Concord/Gastonia	7,369	+9.4%
Raleigh	6,665	+0.2%
Durham/Chapel Hill	2,502	+24.2%
Fayetteville	857	-26.0%
Greensboro/High Point	718	-10.1%
Winston-Salem	409	-22.8%
Wilmington	210	-4.5%
Asheville	176	-6.4%
Burlington	170	+6.3%
Hickory/Lenoir/Morgantown	124	+6.0%
<b>TOTALS</b> Including All Others	<b>20,614</b>	<b>+2.5%</b>

## TOP 10 Hard Skills/Certifications

Skill	Mar '18	Mar '17
Java	3,828	+8.3%
Structured Query Language	3,114	+0.5%
Linux	2,844	+4.4%
Systems Development Life Cycle	2,370	+11.5%
Microsoft Office	2,347	+1050%
JavaScript	2,343	-3.4%
Python	2,193	+18.7%
Quality Assurance	2,112	-2.2%
Agile Software Development	1,956	+20.2%
Technical Support	1,903	-16.6%

## TOP 10 Hirers of Tech Talent

Employers
IBM
Oracle
ACCENTURE
Wells Fargo
Bank Of America
Deloitte
General Dynamics
Lowe's
SAS Institute Inc.
Cisco



greene resources

RECRUITING *with* PURPOSE

# TECH TALENT TRENDS REPORT

April 2018



## DATA SUMMARY

There were 20,614 tech job postings listed in North Carolina in the month of March. This is the highest number of job postings shared in the past twelve months, marking an increase of **1,260 positions** when compared to February 2018, and 2.5% higher when compared to March 2017.

Tech job postings with IBM, Deloitte, and Lowe's Home Improvement **continue to increase** by over 100% compared to last year. Information Security Analysts continues its run as the highest growth occupation when compared to the same month last year. **Technical support, JavaScript, and quality assurance** are the only skills to see a decline in demand compared to 2017.

## FROM THE HIRING DESK

One of the most delicate but critical pieces of the hiring process is **negotiating the job offer**. As this is one of the final conversations before a professional working relationship begins, it is important to set the tone properly to preserve and strengthen the relationship. A panel of **local negotiation experts** recently shared their advice on the top five tools to effectively negotiate at work.

The first step in negotiating effectively is to **research everything**. Before scheduling or entering into a negotiation, you need to be armed with data whether you are a manager planning to extend an offer, a candidate preparing to negotiate a salary, or a current employee planning to ask for a raise.

At the end of your research, you should write down the a) best possible outcome, b) compromise, and c) worst case scenario of the upcoming negotiation. Negotiating a job offer requires being aware of the required expertise and market rates for the position. Having a **full understanding** of the topic you are discussing will make you more confident and will allow you to be more strategic regarding what you plan to ask.

[Read the other four tips on our website...](#)



## STAY CONNECTED



Jason deFreitas, Vice President of Recruiting Solutions  
[jason@greeneresources.com](mailto:jason@greeneresources.com)

(919) 862-8602

[greeneresources.com](http://greeneresources.com)

