

JOB



“The Voice of Career Insight”

Global Information Technology - Monthly Newsletter

May 2016

Jobs and salaries in cybersecurity are booming

Demand for information security professionals is growing exponentially

Demand for cybersecurity services is rising due to a surge in data breaches worldwide. The Identify

Theft Resource Center reports that the number of personal records exposed in data breaches nearly doubled to 169 million last year, while research firm Markets and Markets estimates that the global cybersecurity market will grow from \$106.3 billion in 2015 to \$170.2 billion by 2020..

Last year, over 209,000 cybersecurity jobs went unfilled, yet job postings for information security professionals have increased 74% over the past five years, according to Peninsula Press. This might be the most in-demand job in IT.

It's not hard to guess why: With the rise in cyberattacks and more sophisticated hackers, we need more people who can stop and prevent them. Over the past five years, the demand for cybersecurity professionals grew 3.5 times faster than other IT jobs (12 times faster than all jobs). And information security professionals earn on average about \$12,000 more than the average of all computer jobs.

If you're interested in a career change, though, or to add on a different, highly valuable skill, perhaps you should consider cybersecurity. Call us at **1-866- GO-GIT-GO (464-4846)** to learn more about our Cyber Security initiative (<http://www.global->



Global I.T.'s Monthly Thought Provocation

Act with a determination not to be turned aside by thoughts of the past and fears of the future.

- Robert E. Lee

Special Points of Interest in this Issue of 'JobPrep'

- Michigan's Technology Job Sector
- U.S. News Best IT Jobs
- Ten Interview Errors
- GIT Wellness Corner
- On-line Job Search Tips
- And much more!



10 Tech Interview Errors

You're there on time, the job description is a perfect match and one look at the office tells you this is the job for you. So what could go wrong? Plenty. Everyone makes mistakes. But according to those who do the interviewing, job seekers for tech positions are prone to a number of common interview blunders. To avoid them, it helps to know what they are. Here are 10 of the most common.



Appearance - Techies sometimes dress "from the waist up". Says Liz Ryan, a human resources consultant and founder of the group World Women in Technology, "The days when you would not be considered because you [were] dressed too conservatively are over."

Arrogance - Confidence is desirable, not arrogance. Arrogance suggests you can't be a team player.

Overemphasizing Skills - Certifications and other credentials matter, as does your technical know-how, but remember: You're there to serve an organization's needs.

Not Communicating - Interviewers often favor open-ended questions, but techies sometimes respond with too-brief answers, failing to elaborate or convey their communication skills.

Unprepared - This doesn't just mean passing knowledge about a company, but rather in-depth research about the firm and its industry.

Lack of Interest - Candidates sometimes display a lack of interest by not asking about the company's industry, competitors or the larger business problems facing the firm.

Too Eager for Perks - Questions about parking spaces, sick days, free soft drinks, and other benefits and perks should be reserved for a human resources rep, preferably after a job offer

Too Casual - Techies tend to be a little casual in the interview, and this may come across as a lack of seriousness, or even a lack of interest in the job.

Too Negative - Some techies smarting from tough times - failed startups, corporate layoffs and the like - may mistake an interviewer's friendly demeanor as an invitation to confide.

Failure to Close - Techies often fail to close the interview. Rather than emphasizing how much they would love to join the company or asking what the next step in the process will be, techies may let the interview fade out.

We accept Veterans/GI Bill Post 911 benefits.





Best Technology Jobs

We use technology to connect and to detach, to save time and to waste it – so of course our society is dependent on the skills of those professionals who make those tasks possible. The Labor Department slots tech jobs among the fastest-growing this decade, but it's not just hiring demand that makes this the industry to watch. U.S. News' top three Best Technology Jobs of 2015 also boast an alluring yin-yang of high salaries and low unemployment rates.

#1- Software Developer: These professionals usually fall into two camps: There are the application developers, and there are the systems-focused developers who build operating systems. The Labor Department predicts there will be nearly 140,000 brand new positions created before 2022.

#2 - Computer systems Analysts: To excel in this job, you need to be both goal-focused and process-oriented. Computer systems analysts must understand computer hardware, software and networks and how they work together, so they can make recommendations to organizations for the best operations systems to use. The Labor Department predicts 24.5 percent employment growth for this job through 2022.

#3 - Information Security Specialist: It's a no-brainer that this profession is growing – at a rate of 36.5 percent through 2022 – as we become increasingly reliant on technology to facilitate our every day. So what does the profession entail? Information security analysts plan and monitor security of computer networks for companies and government agencies. They also troubleshoot any security breaches that should occur.



Top 4 Online Job Search Tips

1. If you build it, they can come.

Instead of simply posting your résumé on a Web site, take it one step further and design an easily-navigable Web site or online portfolio where recruiters can view your body of work, read about your goals and obtain contact information.

2. Check yourself to make sure you haven't wrecked yourself.

Google yourself to see what comes up -- and what potential employers will see if they do the same. If you don't like what you find, it's time to do damage control.

3. Narrow your options.

Many job boards offer filters to help users refine their search results more quickly. You should have the option to narrow your job search by region, industry and duration, and, oftentimes, you can narrow it even more by keywords, company names, experience needed and salary.

4. Go directly to the source.

Instead of just applying for the posted job opening, one of the best strategies to finding a job is to first figure out where you want to work, target that company or industry and then contact the hiring manager.



GIT Wellness Corner

Take a walk in the park

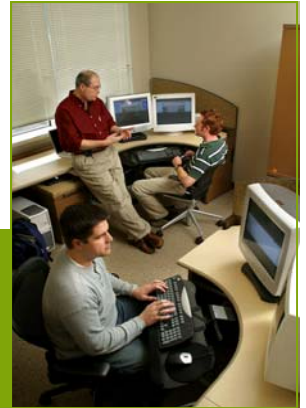
Leave the cubicle or the office and experience nature, advised Dr. Marc Berman, a post-doctoral research fellow at Rotman Research Institute in Toronto. In research published in the journal Psychological Science in 2008, Berman and a team at the University of Michigan found that people improved their working memory span by about 20 percent after a 50-minute nature walk. Working memory is a crucial psychological function for work and job-related activities.

Career Guidance Column



Andrei - "I was asked in an interview what salary did I think I deserved - how should I have answered it?"

"The person who states the salary is the loser," says Thomas Denham, a career counselor. Wait for the employer to give a range, and when they do ask you for a figure you expect to be making, choose a salary that is higher than the median they provide. Use on-line tool and resources to find out what you can realistically expect. Also, don't talk salary on the first interview. But most of all remember this: it's always easier to negotiate DOWN.



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Upcoming IT Courses - Starting Soon

A+ - 9	Oracle I2c - 5, 11, 14, 16, 18	Access - 20
Intro to Computers - 22	Oracle II g - na	Professional - na
MCTS - 2	Security+ - na	PowerPoint - 6, 13
Ethical Hacker - na	SQL - na	Project - 1, 22
CCNA - 13	MCITP - na	SharePoint - 7
ASP.Net - 2	Network+ - 2	HTML - na
Java - 16	MCSA - na	Photoshop - 5
Linux+ - 1	Word - na	Flash - 14
Excel - 4	PMP - 11	Software Q&A - 5, 16
MCSA - 2	Sales - na	Social Media - na
CISSP - 4	BA - 9	NEW! SQL Server 2012

Using Headhunters & Career Counselors to Get a Job – Is It Worth It?



When looking for a J-O-B, you need all the help you can get. Having an inside track can help you conquer a tough job market, especially when dozens of people apply for the same position.

A headhunter or a career counselor can provide you with an advantage in a competitive job market. These professionals help you to improve the way you present yourself to potential employers, and assist you in finding positions not advertised online or in newspapers.

Determining whether to work with a headhunter or a career counselor depends upon your specific situation. If you have just started looking for a new position, networking with headhunters may help you find the perfect job. If you have searched for a job for some time, and are currently unemployed or working in a job you hate, it may be time to consider hiring a career counselor.

Headhunters, also called recruiters, find quality candidates to fill job openings for companies. Headhunters typically work with an employment agency, and are contracted to work with a variety of companies. The headhunter receives a fee for matching qualified candidates with open positions. Headhunters also help applicants tweak their resumes and help them brush up on interview skills. When you befriend and network with headhunters, they remember you and keep you in mind when additional job positions become available.



Technical Advice



“Marcial, I just heard Google announced something called Project Fi, a new cell phone service that will compete with AT&T, Verizon, T-Mobile and Sprint. What’s this all about?”

You heard correctly. When Google's products chief, Sundar Pichai, first announced the service at Mobile World Congress in Barcelona in February, he said the scale of Google's wireless service will be small - it won't be building out its own nationwide infrastructure. And similar to Google Fiber's small rollout, Pichai said the point of Project Fi won't be to unseat the established Big Four wireless giants. Rather, the point is to showcase wireless innovations and pressure the carriers to do the same.



Average Salary for Information Technology (IT) Services



<u>Project Manager, Information Technology (IT)</u>	\$84,962
<u>Software Engineer</u>	\$78,930
<u>Network Engineer</u>	\$64,097
<u>Senior Software Engineer</u>	\$97,135
<u>Systems Administrator</u>	\$61,341
<u>Business Analyst, IT</u>	\$69,074
<u>Software Developer</u>	\$68,407

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