

# COMPUTERWORLD®

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COMPUTERWORLD.COM  
APRIL 8, 2013

27TH ANNUAL REPORT

## SALARY 2013 SURVEY

Rising salaries  
mean **IT is getting its  
groove back**, though not everyone  
is feeling upbeat. Our survey of  
more than 4,000 IT workers shows  
who's joining the party and why.



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COMMUNITY COLLEGE OF PA 47

SYLVESTER MELVIN/IT HELP DESK

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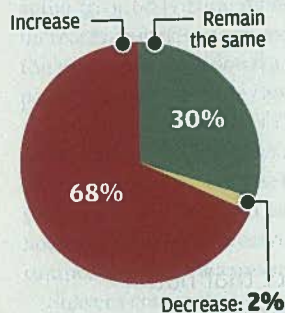
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### WORKLOADS ARE ON THE RISE

Over the next 12 months  
do you expect your workload  
and responsibilities to:



BASE: 4,336 RESPONDENTS

### TOP 10 PRIORITIES

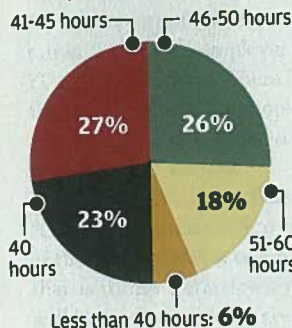
What matters most to you  
about your job?

Base pay	68%
Benefits	54%
Vacation time/ paid time off	37%
Job stability	35%
Flexible work schedule/ telecommuting	32%
Challenge of job	31%
Job atmosphere/ community	22%
Skills development/ training opportunities	22%
Career advancement and development	21%
Opinions and knowledge are valued	20%

BASE: 4,218 RESPONDENTS,  
MULTIPLE RESPONSES ALLOWED

### LONG HOURS

How many hours per week  
do you work on average?



BASE: 4,249 RESPONDENTS

## Senior Management Positions

JOB TITLE	AVERAGE SALARY	AVERAGE BONUS	2013 TOTAL	2012 TOTAL	% CHANGE TOTAL COMP
CIO/vice president of IT	\$146,809	\$29,850	\$176,659	\$173,789	1.7%
Chief technology officer	\$141,620	\$25,012	\$166,632	\$162,851	2.3%
Director of IT	\$111,514	\$11,457	\$122,971	\$119,411	3.0%
Director of systems development	\$125,278	\$18,629	\$143,907	\$141,184	1.9%
Internet technology strategist	\$125,161	\$18,806	\$143,968	\$140,993	2.1%

## Middle Management Positions

Application development manager	\$101,670	\$8,345	\$110,015	\$108,759	1.2%
Communications manager	\$93,486	\$6,081	\$99,566	\$98,775	0.8%
Computer operations manager	\$83,589	\$5,664	\$89,254	\$88,194	1.2%
Database manager/ data warehousing manager	\$103,211	\$8,371	\$111,583	\$111,226	0.3%
E-commerce/ Internet manager	\$82,255	\$3,465	\$85,720	\$84,537	1.4%
Help desk/ tech support manager	\$65,957	\$2,951	\$68,908	\$67,335	2.3%
Information security manager	\$106,193	\$5,020	\$111,213	\$108,719	2.3%
IT manager	\$86,893	\$4,793	\$91,686	\$90,165	1.7%
Network manager	\$81,107	\$4,334	\$85,441	\$84,253	1.4%
Product manager	\$93,847	\$7,683	\$101,530	\$98,029	3.6%
Project manager	\$96,555	\$7,205	\$103,760	\$102,847	0.9%

## Staff and Entry-Level Positions

Business intelligence analyst	\$73,615	\$6,013	\$79,628	\$76,609	3.9%
Communications specialist	\$53,331	\$6,050	\$59,381	\$57,047	4.1%
Computer operator	\$49,389	\$2,896	\$52,285	\$50,365	3.8%

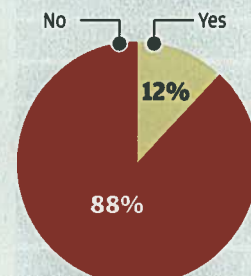


## Staff and Entry-Level Positions

JOB TITLE	AVERAGE SALARY	AVERAGE BONUS	2013 TOTAL	2012 TOTAL	% CHANGE TOTAL COMP
Database administrator	\$88,717	\$4,403	\$93,120	\$90,843	2.5%
Database analyst	\$64,523	\$7,126	\$71,650	\$69,417	3.2%
Enterprise architect	\$114,463	\$14,347	\$128,810	\$124,875	3.2%
Help desk/tech support specialist	\$52,269	\$2,351	\$54,620	\$53,670	1.8%
Information security specialist	\$85,183	\$5,750	\$90,933	\$88,887	2.3%
Network administrator	\$57,935	\$1,949	\$59,884	\$58,472	2.4%
Network architect	\$96,413	\$9,413	\$105,826	\$103,651	2.1%
Network engineer	\$79,033	\$2,980	\$82,013	\$80,873	1.4%
Programmer/analyst	\$75,254	\$3,361	\$78,615	\$75,904	3.6%
Project leader	\$82,289	\$8,340	\$90,628	\$87,614	3.4%
Quality assurance specialist	\$54,598	\$3,429	\$58,027	\$55,816	4.0%
Software developer	\$79,189	\$4,164	\$83,353	\$81,166	2.7%
Software engineer	\$87,933	\$5,628	\$93,561	\$90,302	3.6%
Storage administrator	\$88,335	\$4,653	\$92,987	\$90,620	2.6%
Storage architect/engineer	\$96,019	\$7,784	\$103,803	\$100,614	3.2%
Systems administrator	\$70,837	\$2,753	\$73,590	\$71,900	2.4%
Systems analyst	\$75,115	\$3,082	\$78,197	\$77,139	1.4%
Senior systems analyst	\$85,405	\$5,229	\$90,634	\$89,655	1.1%
Systems architect	\$99,653	\$9,224	\$108,878	\$105,976	2.7%
Systems programmer	\$91,314	\$5,712	\$97,026	\$94,847	2.3%
Technical trainer	\$65,113	\$1,419	\$66,533	\$65,328	1.8%
Technician	\$47,943	\$1,865	\$49,808	\$48,049	3.7%
Technology/business systems analyst	\$75,740	\$5,226	\$80,966	\$79,464	1.9%
Web developer	\$65,392	\$1,790	\$67,183	\$63,406	6.0%

### MORE WORK BUT NOT MORE PAY

If you've been asked to increase productivity and/or take on new tasks, has your salary been adjusted to compensate for the added workload?



BASE: 3,617 RESPONDENTS

### MOTIVATED BY MONEY

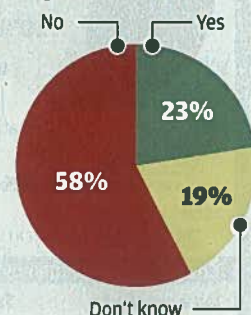
What would most influence you to seek a new job?

Salary increase	75%
Better work/life balance	38%
Job security	38%
Access to new technology projects	34%
Large sign-on bonus	30%
Organization stability	29%
More vacation time	27%
More training	25%
More responsibility	24%
New title	15%

BASE: 4,240 RESPONDENTS, MULTIPLE RESPONSES ALLOWED

### COMPENSATION DISCONNECT

Do you feel that your salary is keeping pace with business growth and demands?



BASE: 4,251 RESPONDENTS