

# 2013 Salary & Careers Survey

TechTarget's 2013 Annual Salary and Careers Survey polled 1,711 IT professionals on their 2013 compensation, anticipated future earnings and technology priorities in 2014.

## Salaries

Mean total compensation across all respondents



55% of respondents saw a raise in 2013, with an averaged increase of 5.5%

Title	Average Salary	2013 compared to 2012		
		▲ Gain	▼ Loss	No Change
Senior IT Executive	\$164,090	57%	14%	29%
IT Manager	\$104,278	59%	15%	26%
IT Staff	\$80,404	50%	21%	29%
Systems Administrator	\$77,269	60%	11%	29%
Project Manager	\$116,933	57%	12%	31%
Programmer/Developer	\$98,763	52%	11%	37%
Network Manager/Administrator	\$71,390	51%	16%	33%
Security Manager	\$120,645	55%	14%	31%
Database Administrator	\$94,499	51%	16%	33%
Data Analyst	\$75,929	45%	13%	42%
CSO/CISO	\$147,934	48%	19%	33%
Director of Business Applications	\$164,977	56%	16%	28%
Compliance/Privacy Officer	\$124,467	60%	20%	20%
Data Center Manager	\$114,467	33%	22%	45%
Telecommunications Manager	\$97,429	38%	13%	49%

At companies with fewer than 100 employees, senior executives pulled down a total compensation package of **\$129,475**

The average total compensation of "high-earning" senior executives is **\$225,301**, compared to **\$101,562** for "low earners." **21%** of high earners work for a company with 10,000 or more employees.

## Compensation by Industry

Senior IT executives' average total compensation by industry



## Bonuses

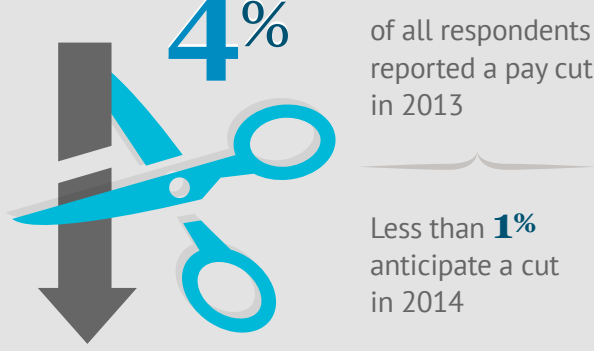


In 2013, 33% of all respondents received an average bonus of **\$17,630**

Top bonus earners:



## Pay Cuts

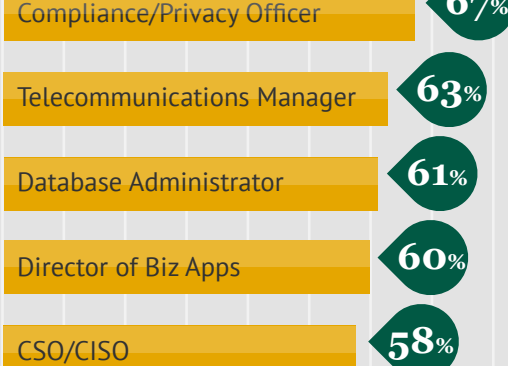
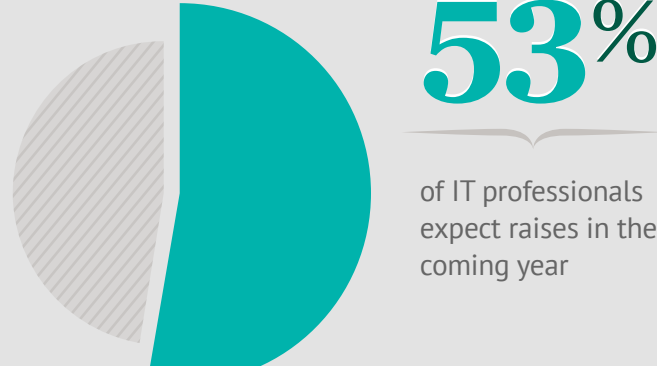


Roles with biggest cuts:

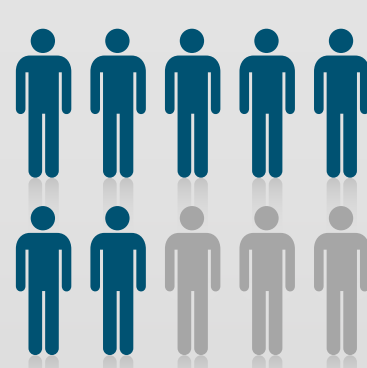


## Raises

The IT professionals most confident in expecting a raise:



## Budgets & Staffing



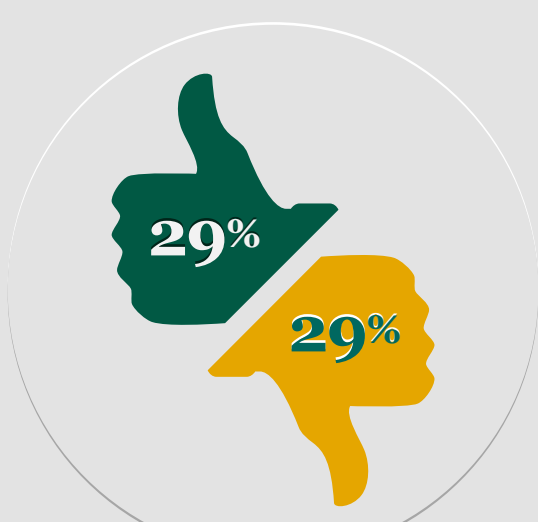
70% of headcounts were either the same size or larger compared to last year. 41% were the same size. 29% were larger.

32% of IT departments overall are hiring

VS

28% are shrinking or under a hiring freeze

## Mood

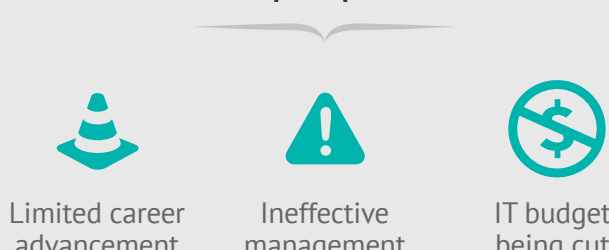


It's an even split: 29% describe IT's mood as optimistic and 29% are pessimistic. The rest are neutral.

What inspires optimism?



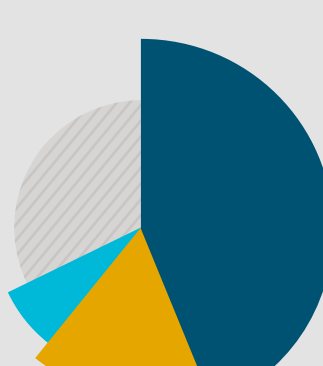
What inspires pessimism?



## Job Satisfaction



21% of respondents said they are "satisfied" in their current jobs  
43% are "open to new opportunities, but not actively looking"



Looking ahead three to five years...  
44% of respondents are looking to move up within IT or their companies  
17% are looking to move onto a larger organization  
Only 7% are looking to leave IT

## IT Priorities

Top 3 project focus areas for senior IT executives in 2014

