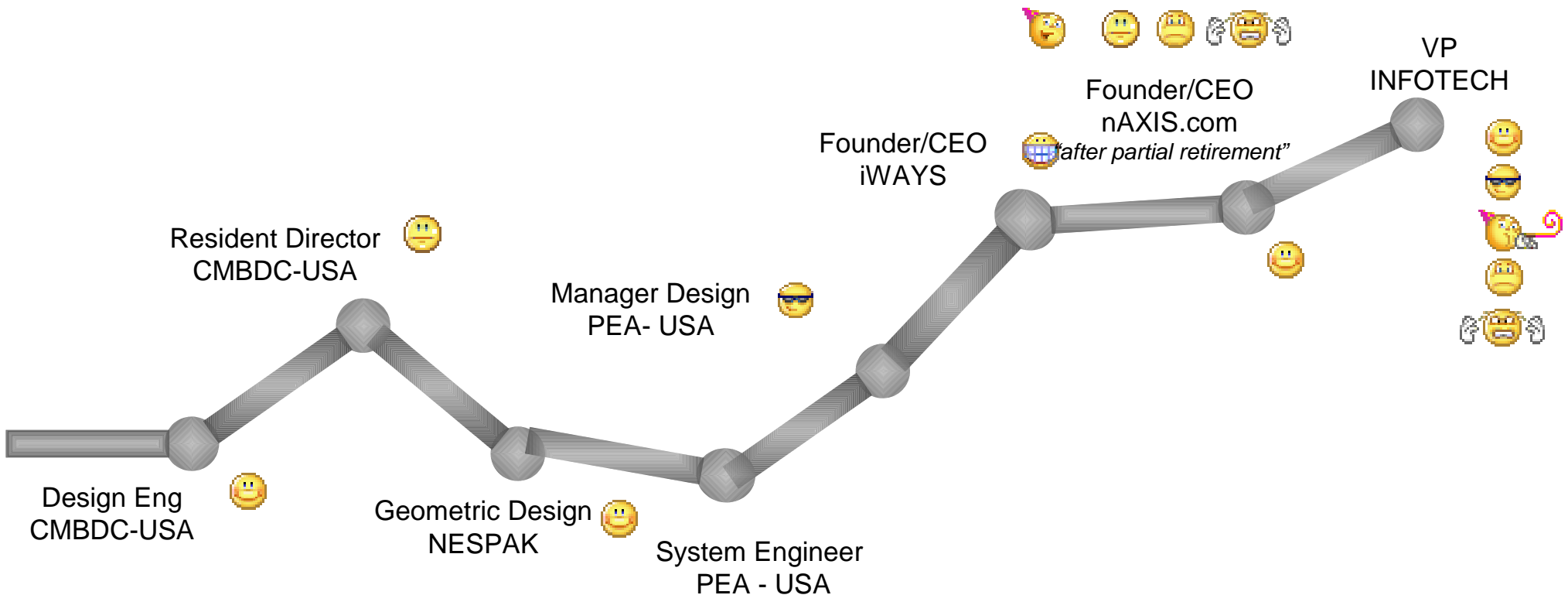# IT Career Paths

Imagine your life!

Nadeem A. Malik

Vice President

Strategy & Corporate Development

My IT Career Path

- Career paths do not need to be straight
- You can jump from one area to another
- You can jump (up/down/sideways) the corporate ladder

Myths and Realities

Myth: I will stop coding after 3 years

Reality: Good engineers code till death

Myth: I will be a project manager after 4 years and "communicate with people"

Reality: Not everyone can evolve into a project manager and "communicate"

Myth: Fancy Titles mean a lot

Reality: Fancy Titles mean NOTHING, unless you can live up to them

Myths and Realities

Myth: If I work for a product company I will be fixing bugs for the rest of my life i.e. no growth

Reality: Product companies are the fastest to evolve with new technologies i.e. fast growth

Myth: Product companies die very quickly

Reality: Product companies that do not innovate, die quickly

Myth: I should not move down the corporate ladder

Reality: You need to move within (up/down/sideways) the corporate ladder to keep learning
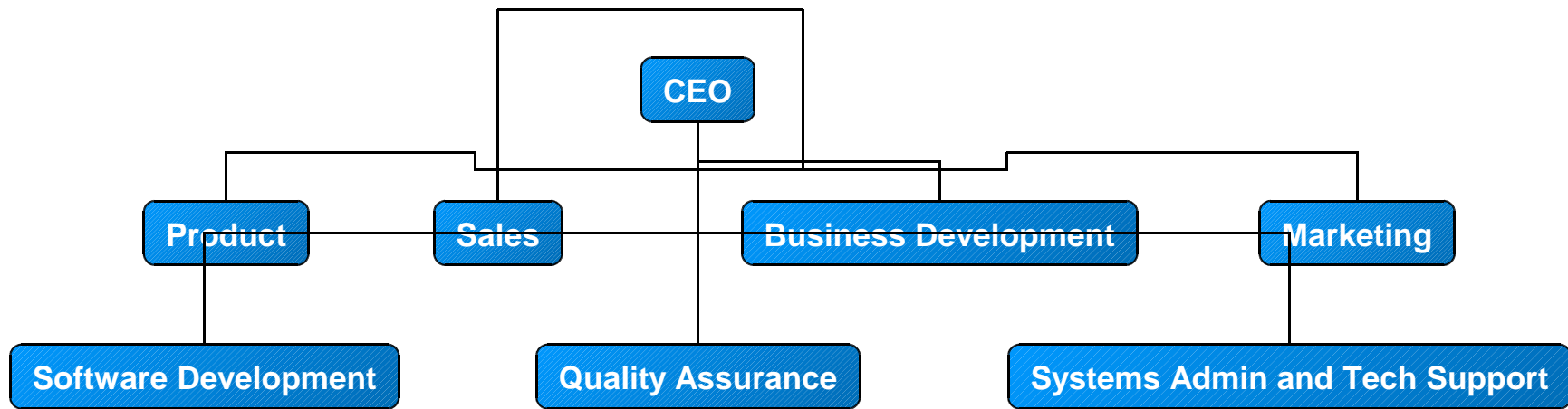
Myths and Realities

Myth: Big companies with big names means good work. Small companies means uninteresting work.

Reality: A good company starts with a good idea. Doesn't matter what the size of the company is.
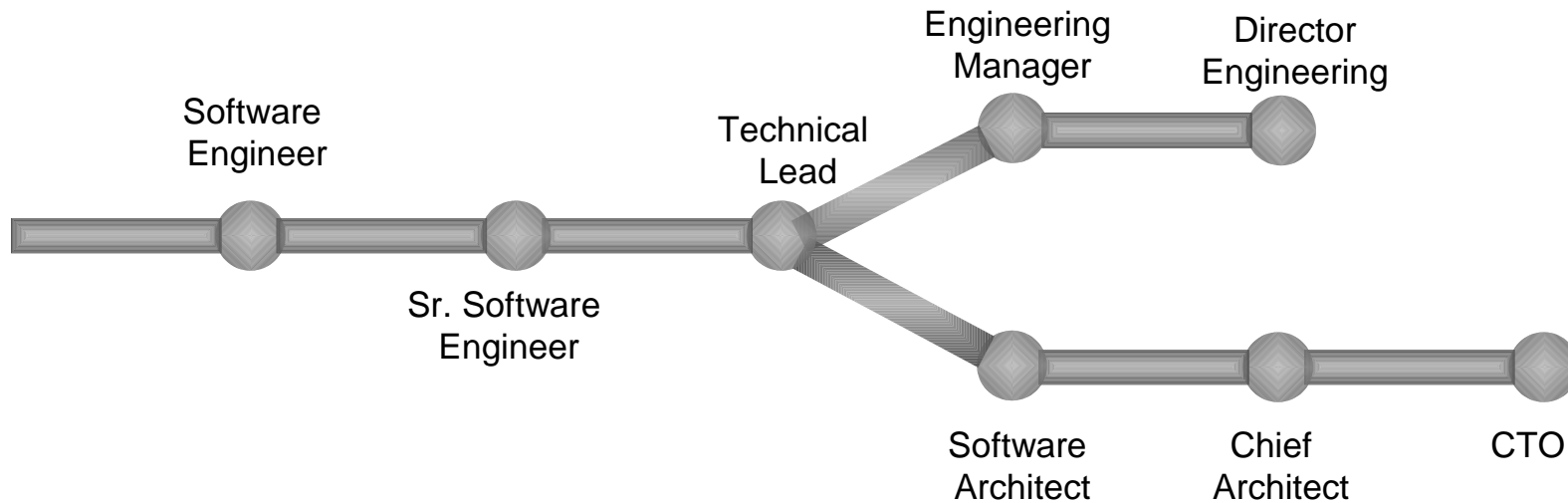
Myth: Just technical people are enough to get projects delivered.. who needs communication skills

Reality: Cool technology does not sell. You need business acumen to make technology successful

Career groups within software companies
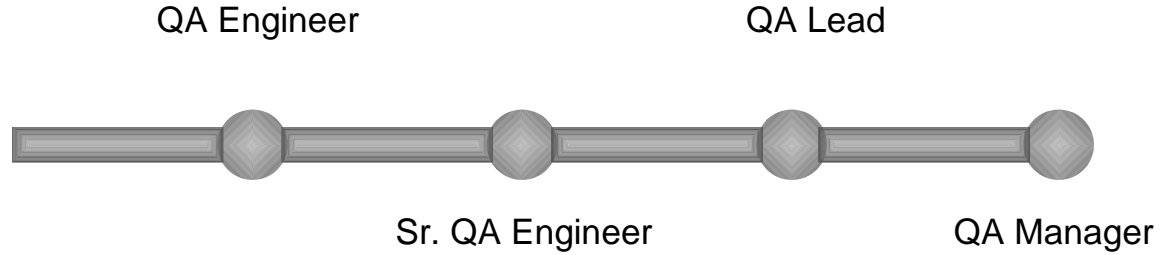
Software Development

Software
Engineer

Sr. Software
Engineer

Technical
Lead

Engineering
Manager

Director
Engineering

Software
Architect

Chief
Architect

CTO

Quality Assurance

QA Engineer QA Lead

Sr. QA Engineer QA Manager

Graphics and User Experience

Graphics/Web
Designer

Information
Architect

Director
User Experience

User Interface
User Interaction
Designer

Manager UX
and Design

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Technical Writing

Technical
Writer

Publications
Manager

Sr. Technical
Writer

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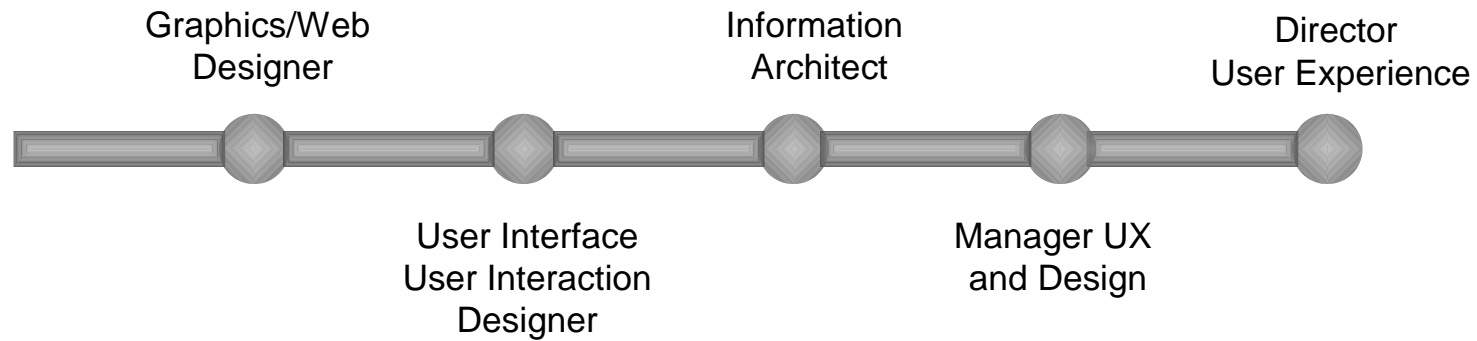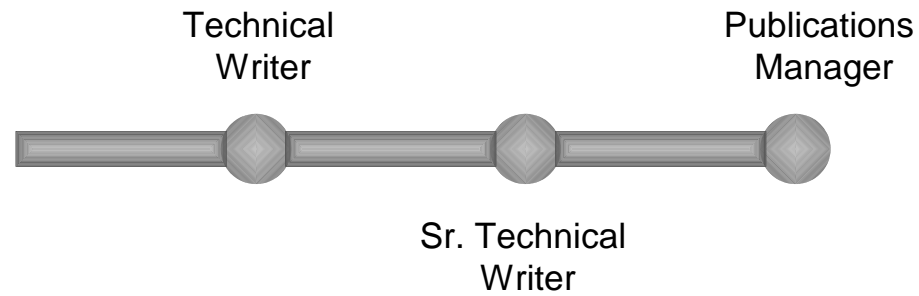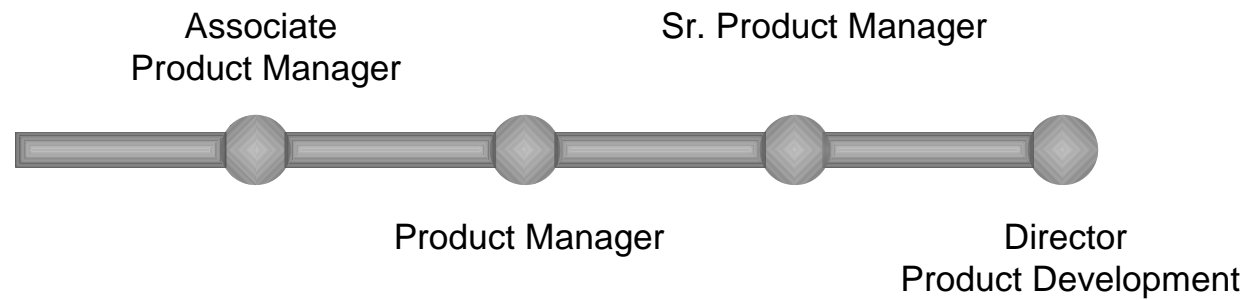
Project Manager

Project Manager

- Project Management does not have a career path
- You can transition in and out of the Project Managers role

Product Management

Associate
Product Manager

Sr. Product Manager

Product Manager

Director
Product Development

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Systems Engineering and Technical Support

IT Administrator
(internal)

Systems/Support Engineer
(internal/external)

Technical Support Manager
(external)

Dir. Support and
Professional Services (external)

System Administrator
(internal)

CIO

IT Operations Manager
(internal)

Dir. IT Operations

Sales

Associate Sales Executive   Director Sales

Sales Executive   VP Sales

Sales Engineer

Technical Sales Engineer
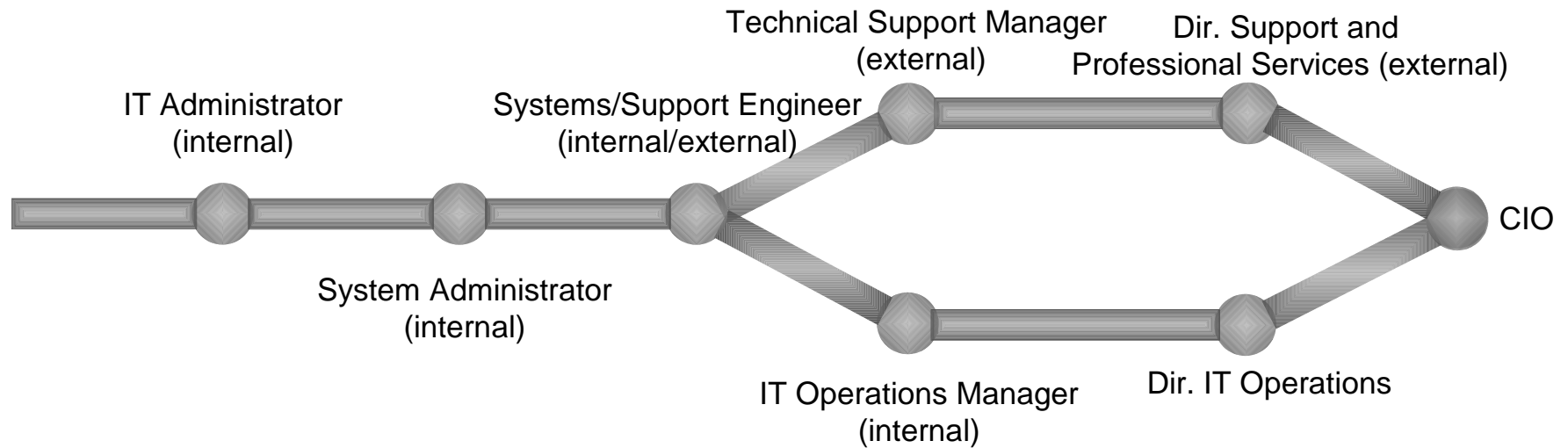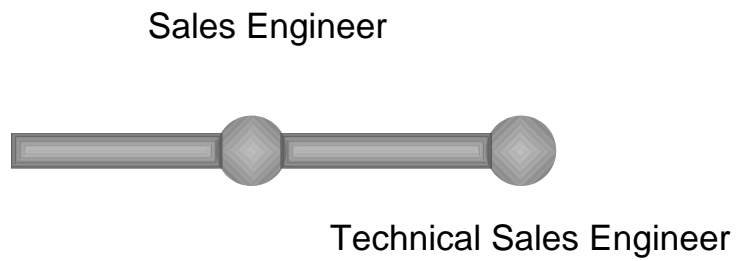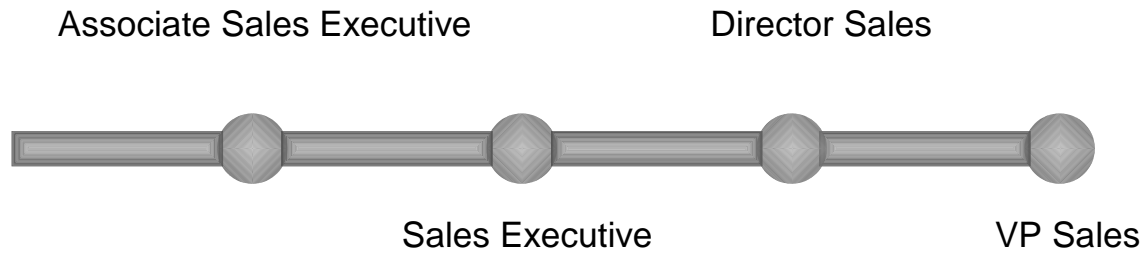
Marketing and Business Development

Product Marketing
Manager

VP Marketing

Director Marketing

Business Development
Manager

VP Business Development

Director
Business Development

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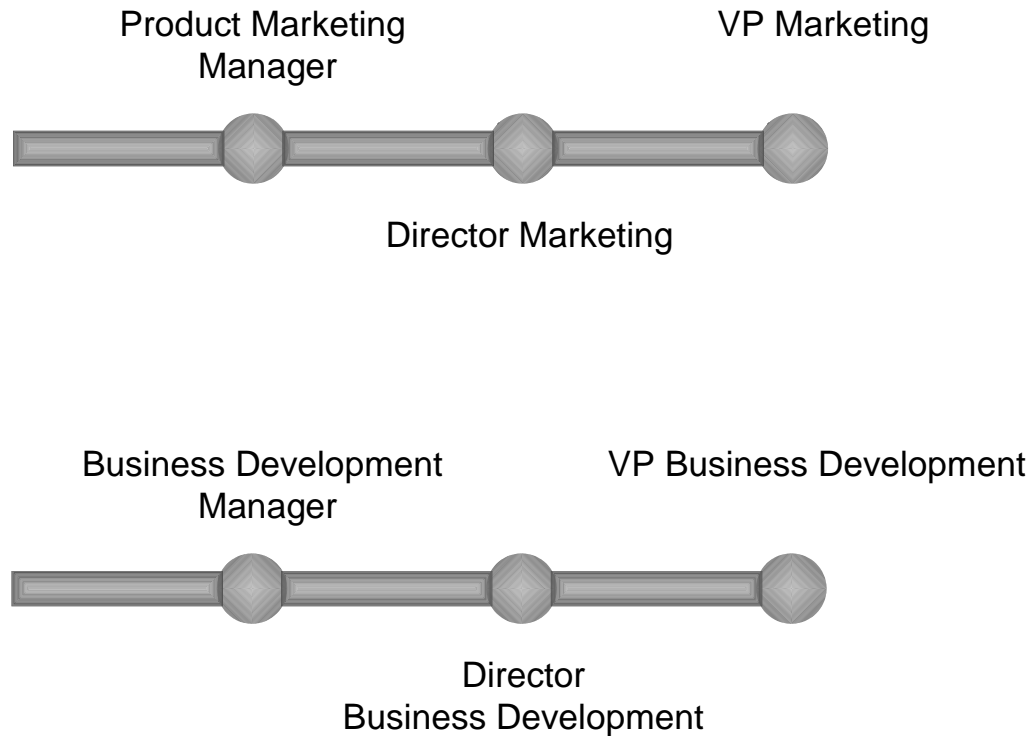
Moving from one career path to another

Software Engineer → QA Engineer
Sales Engineer → Associate Product Manager

Product Manager
QA Manager → Project Manager → Product Manager
Technical Lead → → QA Manager
Engineering Manager

Product Manager → QA Manager
Product Marketing Manager
Sales Engineer
Business Development Manager
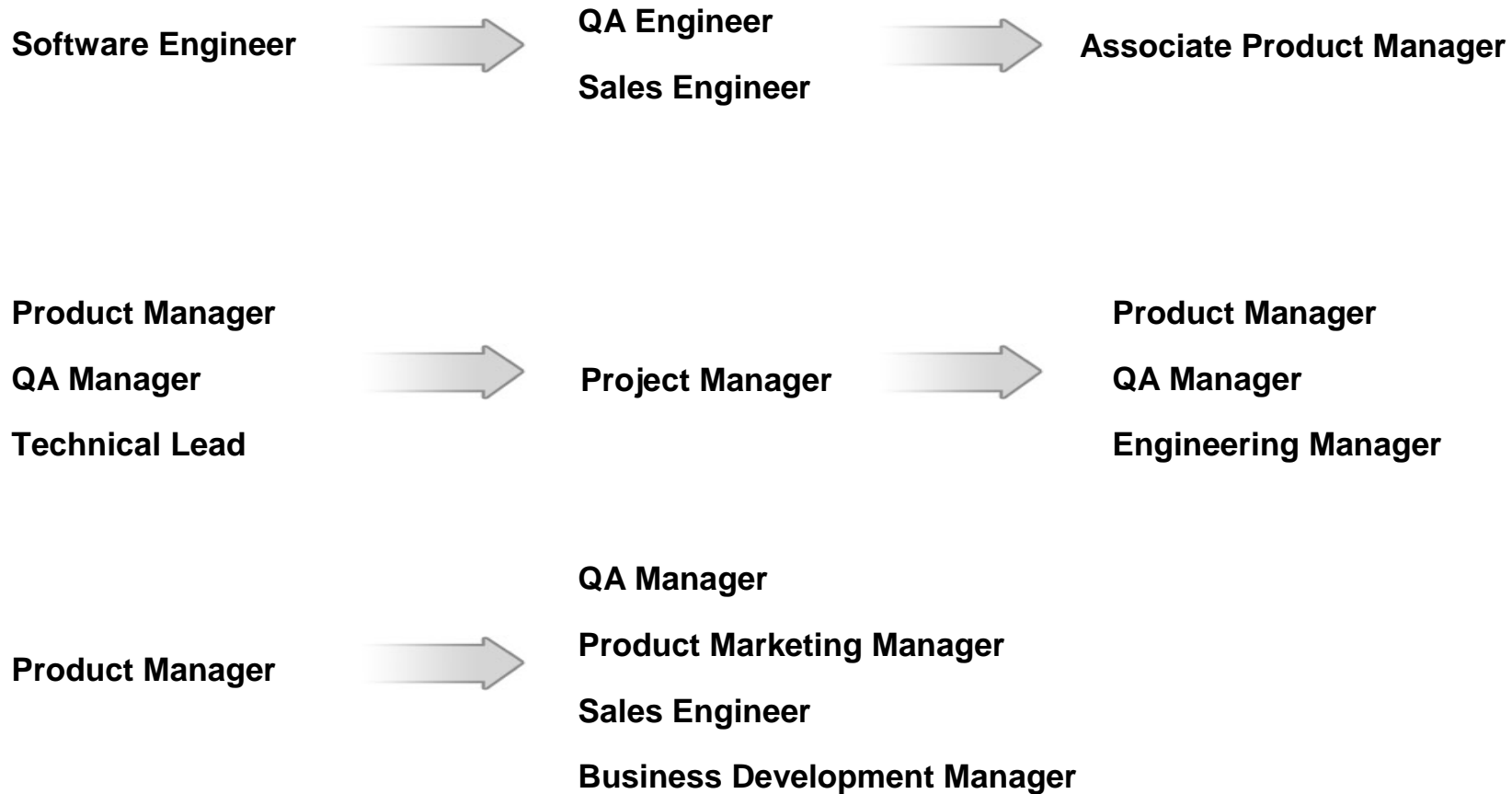
Career Guidance

✓ Make the transition from the world of academia to the world of work

✓ Career development is a life long process

✓ Career selection is a combination of

 ➲ psychological,

 ➲ sociological,

 ➲ educational,

 ➲ physical, and

 ➲ economical choice factors

Selecting a career

- ✓ Self Assessment - discover your strengths

- ✓ Explore Career Options

- ✓ Find a suitable match between

  the Jobs available and your strengths

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Self Assessment

✓What does success mean to you?

    - Lots of Money

    - Power & Authority

    - Knowledge/Leadership

✓What do your parents want you to be?

✓What do you want to be?

✓Do you have a hobby?

✓Do you enjoy the company of others?

✓Do you read newspapers regularly?

✓Do you plan for the next 5-6 years?

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Self Assessment

✓What interests you?
- - Programming?
- - Testing?
- - Mathematics?
- - Social Science?

✓What are your non-academic interests?
- - Outdoor games?
- - Indoor games?
- - Computer games?

✓What do you read in your spare time?
- - Technical books?
- - Fiction/Novels?
- - Urdu/English Literature?
- - Biography of great people?

Look for Career Options

- ✓ Do you know what career options are available to you?
- ✓ What are the pros and cons of each career option?
- ✓ Which skills are hot, and which are not?
- ✓ What characteristics are required to get a job?

Qualities you need

Managerial Skills

✓ Leadership Qualities

✓ Judgment / Decision Making

✓ Staff Management & Motivation

✓ Planning Ability

✓ Initiative

Personality

✓ Attitude

✓ Dedicated

✓ Disciplined

✓ Good inter-personal skills

✓ Team player

Qualities you need to grow

Work Related

- ✓ Sense of Responsibility

- ✓ Performance under Pressure

- ✓ Job knowledge

- ✓ Quality of Work

- ✓ Efficiency

- ✓ Punctuality

Communications Skills

- ✓ Verbal

- ✓ Written

- ✓ Public Speaking

- ✓ Brainstorming

Career Tips

- Find a mentor -it does not have to be your boss

- It takes more than 2 months to get your feet wet

- Jumping companies hurts you more than you think

- Don't be a "Yes Man".

- Don't be afraid to fail. If you're not failing you're not learning.

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Career Tips

- Don't be afraid to voice your opinion
- Don't expect people to hand hold and teach you. Pick up a book and read.
- Companies are not built by people, they are built by teams – share your knowledge
- Don't be told what to do. Innovate.
- Balance growth with job security.
- Learn to Learn.

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Thank You

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