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Old truck in Montpelier, VT, December 2016 -Photo taken by Carol Corsaro of TCM

New Tech Jobs in Top Demand in 2017

By Gianna Scorsone, VP of Sales Operations & Marketing, Mondo

Network World - *This contributed piece has been edited and approved by Network World editors*

The technology sector isn't just expanding, it's exploding. Thanks to the development of new technologies like cognitive computing, virtual and augmented reality and the Internet of Things (IoT), the technology industry is experiencing massive job demand and growth.

According to the Bureau of Labor Statistics, the employment of tech and computer occupations is expected to grow 12% by 2024, greater than the average for all other occupations. Nearly 500,000 jobs are projected to be added from 2016 to 2024 in technology alone. Not only that, but the newest and most in-demand tech careers are netting some of the highest salaries we've ever seen.

Why? To put it simply, tech is the future. Companies understand that the only way to move forward, outperform competitors and remain innovative is to implement the latest technologies, offer the latest tech-driven products, and net the top tech talent in order to accomplish these goals.

Here's a look at the three newest tech jobs in demand for 2017 to help businesses better understand what tech talent they need to be hiring for:

VR Engineer. Virtual reality (VR) is no longer a few years off. It's here, and it's not just for gaming. Tech-centered businesses hoping to capitalize on an industry that's expected to generate \$30 billion in revenue by 2020 will need to hire VR Engineers to do so. No longer solely relegated to the gaming sector, Virtual Reality Engineers are being sought out by everyone from Google and New York Times to startups like [Lucid VR](#), which is a developer of 3D cameras. This is because this is one of the few roles that specializes solely on building and improving VR platforms or offerings for a business. Given the buzz surrounding the latest VR hardware, it's no surprise this relatively new tech role is already experiencing high demand from employers across various industries looking to cash in on the futuristic tech. Professionals with experience developing VR platforms will continue to experience a drastic increase in demand for their skillset as VR hardware costs go down and the technology reaches widespread marketplace adoption. *(Continued inside)*

TCM Recognized with Prestigious Industry Award for Excellence

The Computer Merchant, Ltd. (TCM) is proud to announce we have been awarded the **2016 TechServe Alliance Excellence Award**. This recognition was awarded to a select group of top-performing IT & engineering staffing and solutions firms across our industry. This is the second year TCM has won this prestigious award.



New tech jobs in top demand in 2017 *(continued from cover)*

AR Engineer. Don't think VR is the only reality getting some attention. Augmented reality (AR) is another new development that is beginning to realize its full business potential. With a projection that AR will generate \$120 billion in revenue by 2020, companies are looking for talent that will help them best utilize this tech. Which is where AR Engineers come in.

This role deals directly with developing software that integrates elements of the real world into various software programs. By hiring an AR Engineer, businesses can use AR to improve training efforts, product development, remote collaboration, and more. It also allows them the opportunity to provide customers with the AR-driven products they want, which was proven to be incredibly profitable by the success of Pokémon Go.

Forward-thinking businesses realize how much they have to gain from this new version of reality, which has led to the surge in demand for AR Engineers.

Cognitive Computing Engineer. Brace yourself because artificial intelligence (AI) is finally here. Well, augmented intelligence is here... At the core of which is cognitive computing. Rather than replicating human intelligence, augmented intelligence systems help humans do the work of several people, significantly improving productivity and efficiency. Which is why businesses are scrambling to hire Cognitive Computing Engineers in order to develop and implement varied machine learning and cognitive computing tools and technologies.

The responsibilities of Cognitive Computing Engineers have not yet been fully defined, which goes to show just how new this IT role is. Currently, Cognitive Computing Engineers help businesses create, test, and evaluate cognitive software designed for their computer network.

Because the varied benefits of cognitive computing are just beginning to be realized, Cognitive Computing Engineers can expect the demand for the position to increase drastically with time.

Looking ahead

When it comes to technology, the industry is always evolving and expanding. Although these positions, and the technologies they specialize in, are new, tech-minded companies with their fingers on the pulse of what's next understand the possibilities they present.

Having the newest, skilled talent specializing in the latest technologies is critical for companies to be on the forefront of innovation. Due to this, all three of these positions will continue to be in high demand for 2017 and the years to come.

This story, "New tech jobs in top demand in 2017" was originally published by [Network World](#).

"Winning and losing are both very temporary things. Having done one or the other, you move ahead. Gloating over a victory or sulking over a loss is a good way to stand still." - Chuck Knox

Looking for a New Year's Resolution? Avoid These Toxic Thought Patterns *(Inc. Magazine)*



Considering only evidence that confirms your beliefs:

Do you accept only data that supports what you think? You're running the risk of overlooking a competitive threat until it's too late.

Discussing your goals, but not working on them:

Just talking about you want to achieve wastes energy. Effective leaders just do it.

Feeling too confident:

Don't overestimate your strengths. It's important to reflect on what you and your business need to improve.

Being Prejudiced:

Good leaders recognize their biases and constantly work to overcome them – and their businesses are stronger for their diversity.

Don't Forget!! TCM offers a special referral bonus program for the referral of **NEW Client Hiring Managers!** If you provide the name and contact information of a hiring manager that TCM hasn't worked with and TCM places a consultant under that manager, you may be eligible for the Referral Bonus! Bonus prizes range from an iPad Mini, iPad, iPhone! Referral Bonus details can be found on our website at: <http://jobs.itstaffing.com/st/Referrals/THCA002K/560>

TCM News!

- Over the last quarter, TCM has outperformed its competition to deploy 10 consultants on a nationwide logistics and QA engineering project for a Fortune 500 aerospace and defense industry client. Our resources were recruited, vetted and delivered on-time and completed the project ahead of schedule to save our client significant time and money.
- TCM is pleased to be partnering with a high growth precision medical solutions firm who provides tools and technologies for healthcare administrators, physicians and clinicians. We have deployed a team of ETL Developers to deliver key technologies and systems to support our client's corporate growth initiatives.
- TCM has been awarded a multi-year staffing services and temporary labor agreement by a market-leading federal system integrator. This award will allow TCM to provide IT staffing services on a contract and contract-to-hire basis and in support of this client's key government agency relationships across multiple civil, defense and intel programs.
- TCM continues to expand its strong client partnership with a New England-based market-leading insurance firm. Based on our superior level of quality delivery, we have increased our market share and business impact for this client by delivering IT professionals on multiple transformation projects in areas including online insurance platforms and customer portals. We are thrilled to continue to leverage our success and momentum to drive success in this business partnership into 2017.
- TCM is excited to be working with a global leader in the risk work flow solutions industry. Recently, we've engaged closely with our new client to deploy 6 top notch core IT employees in critical internal positions. These resources include a blend of Quality Assurance Managers, Security experts and Senior Developers. We look forward to delivering significant additional business value for our new client in 2017 and beyond.

TCM takes great measures in ensuring its consultants have a positive experience while working with us and always enjoy hearing their feedback:

- ◆ "Thank you for contacting me. Everything is going great with my assignment. It is good to know that TCM offers so much support to your staff of placements. I will certainly reach out if I find myself in need of anything."
- ◆ "Rob McClure was an excellent Recruiter and always answered my questions promptly. All the staff including Logan and Kurt were a pleasure to speak with."
- ◆ "Kevin Carroll was exceptional!"
- ◆ "I feel the TCM team did a great job at onboarding and being straight forward regarding the position."
- ◆ "Thank you for reaching out and asking how my assignment is going. It's actually going pretty great! I don't have any questions or concerns at this moment, but if there is I'll surely get in contact with you. Have a great day!"



The Economy's Hidden Problem: We're Out of Big Ideas

This is an excerpt of a very interesting article that appeared in the Wall Street Journal. For the full story, please go to:

<http://www.wsj.com/articles/the-economys-hidden-problem-were-out-of-big-ideas-1481042066>

Dwindling gains in science, medicine and technology hold back growth; is America too risk-averse?

By all appearances, we're in a golden age of innovation. Every month sees new advances in artificial intelligence, gene therapy, robotics and software apps. Research and development as a share of gross domestic product is near an all-time

high. There are more scientists and engineers in the U.S. than ever before.

None of this has translated into meaningful advances in Americans' standard of living. "Total factor productivity," captures the contribution of innovation. Its growth peaked in the 1950s at 3.4% a year as prior breakthroughs such as electricity, aviation and antibiotics reached their maximum impact. It has steadily slowed since and averaged a pathetic 0.5% for the current decade.

Outside of personal technology, improvements in everyday life have been incremental, not revolutionary. Houses, appliances and cars look much like they did a generation ago. Airplanes fly no faster than in the 1960s. None of the 20 most-prescribed drugs in the U.S. came to market in the past decade.

More-optimistic economists note it can take years for breakthrough innovations to transform the economy. Some 40 years elapsed after the introduction of the electric lightbulb in 1879 before electricity had a measurable impact on national growth. It took some 20 years after the introduction of the personal computer in the 1970s for information technology to lift productivity.

In the auto industry, the portion of a car's price that pays to meet federal safety and fuel efficiency mandates has gone from zero in 1967 to 22% now, or \$5,500 on a \$25,000 car, according to Sean McAlinden, an economist at the Center for Automotive Research, an industry-supported think tank.

Electric and hybrid vehicles together made up 1.9% of national sales so far this year, the lowest since 2006, according to Edmunds.com.

Amazon.com Inc. is almost single-handedly lifting productivity in retailing. J.P. Morgan notes the average internet retailer generates \$1.3 million in sales per employee, compared with the average brick-and-mortar retailer's \$279,000. As Amazon's market share has grown, that has lifted the entire industry's productivity performance. Retail output per hour rose 3% in the past year, compared with 0.8% for business as a whole.



Another Great Year for the TCM Toys for Tots and Coats for Kids Donation Effort!

Every Christmas TCM employees gather toys and coats for two very good causes; the Marine Corps Toys for Tots and Anton's Cleaners Coats for Kids. This year was no exception to the amazing generosity and holiday spirit from our employees!

TCM proudly supports the Marine Corps Scholarship Foundation (Honoring Marines by Educating their Children), St. Mary's Center for Women and Children, The Salvation Army and the Marine Corp Toys for Tots Native American Program.

The dictionary folks at Merriam-Webster sum up 2016: surreal

Was 2016 a dream or a nightmare? Try something in between: "surreal", which is Merriam-Webster's word of the year for 2016. Meaning "marked by the intense irrational reality of a dream," or "unbelievable, fantastic," the word joins Oxford's "post-truth" and Dictionary.com's "xenophobia" as the year's top choices.

TCM CONSULTANT REFERRAL BONUS!

\$1000 Direct Hire/Permanent Bonus - You are eligible for our \$1000 Referral Bonus if you are the sponsor of a full-time placement candidate (payment will be issued when the placement has successfully completed the guarantee period and payment of the full net fee has been received).

\$250-\$500 Temporary Bonus - You are eligible for our \$250-\$500 Referral Bonus if you are the sponsor of a new TCM consultant (W2 or corp-to-corp). A referral bonus of \$250 will be paid upon completion of the first 320 hours of work by the new consultant, and a second referral bonus of \$250 will be paid upon completion of 640 hours of work.

Our experience has taught us that great candidates often know other great candidates, so be sure to take advantage of our referral bonus program. There is no limit to the number of employees you may refer!

Please contact your Recruiter or Account Executive for further details.



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