



Technical Selection

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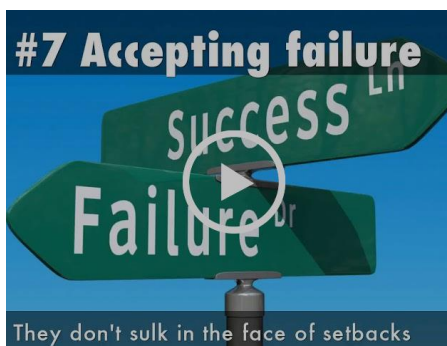
IT Salary survey findings | A new industrial age |  
Victory for the post-Brexit Tech sector | Savings  
for UK's industrial sector

## An antidote to the doom and gloom

"The UK economy as a whole is set to grow at a snail's pace," announced Dr Adam Marshall, director general of the British Chambers of Commerce recently. "Brexit uncertainty continues to weigh heavily on many firms, as most of the practical questions facing trading businesses remain unanswered." Here at ETS we've rounded up the many positive things that are happening in the engineering and tech industries as an antidote to the doom and gloom!

*Warm regards from the team at ETS*

**The 8 signs of a really, really good Salesperson- how does your Sales team measure up?**



### Automation and AI are leading the UK into a new industrial age

New digital technology is a massive opportunity for all Britain's manufacturers. Through today's Made Smarter Commission, Greg Clark, Secretary of State for business, energy and industrial strategy, believes that we can build on this proud heritage as a nation of makers, innovators, and inventors.

[Read more](#)

## The British Cabinet Has Handed A Victory To The Post-Brexit Tech Sector

The head of one of the UK's leading tech-sector groups has praised the government's recommendation to scrap the current annual cap of 20,700 on so-called Tier 2 Visas, which are awarded to people who have been offered a skilled job in the UK, and are considered essential to the continued growth of the UK tech sector.

[Find out more](#)

## News In Brief

Triple bottom line: the UK's leading environmental impact

businesses. [more](#)

Computer Weekly announces the Most Influential Women in UK IT 2018. [more](#)

## How to build your personal brand

Building a recognizable personal brand opens professional opportunities. Here are some tips on building your own unique one.



## Computer Weekly 2018 salary survey findings

- IT professionals in the UK and Ireland earn an average salary of more than £80,000.
- Those in executive team roles have an average salary of £205,444 a year.
- General IT staff are only earning an average of £45,374.
- Around 45% of IT professionals are not actively looking for new jobs, but are open to new opportunities.

[Read more](#)

## Distributed energy technologies could save British industry £540m/yr

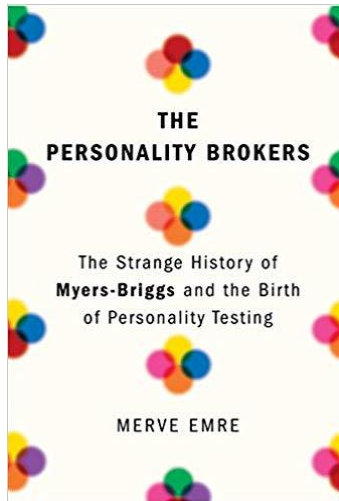
According to a new report by Centrica, the UK's industrial sector could save at least £540m on its energy bills by adopting energy technologies such as solar and battery storage.

[Read more](#)

## Book Corner

**The Personality Brokers: The Strange History of Myers-Briggs and the Birth of Personality Testing** by Merve Emre An unprecedented history of the personality test conceived a century ago by a mother and her daughter--fiction writers with no formal

training in psychology--and how it insinuated itself into our boardrooms, classrooms, and beyond.



### **ETS Technical Selection**

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