



NI's Most Experienced IT Recruitment Team -  
with 124 years of combined experience



# Welcome...

At Ocho, we do recruitment **differently**. Based in Belfast and working across the UK, Ireland, and beyond, we connect exceptional tech talent with forward-thinking companies. Whether it's a growing start-up, a scale-up building their product team, or an enterprise expanding internationally, we specialise in delivering high-impact hiring solutions that drive innovation and growth.

We partner closely with our clients to understand their goals and build tailored recruitment strategies - from one-off hires to entire team builds, in locations like Lisbon, London, Dublin and Barcelona. With a deep understanding of the technology market, we focus on placing software engineers, DevOps specialists, product managers, and more.

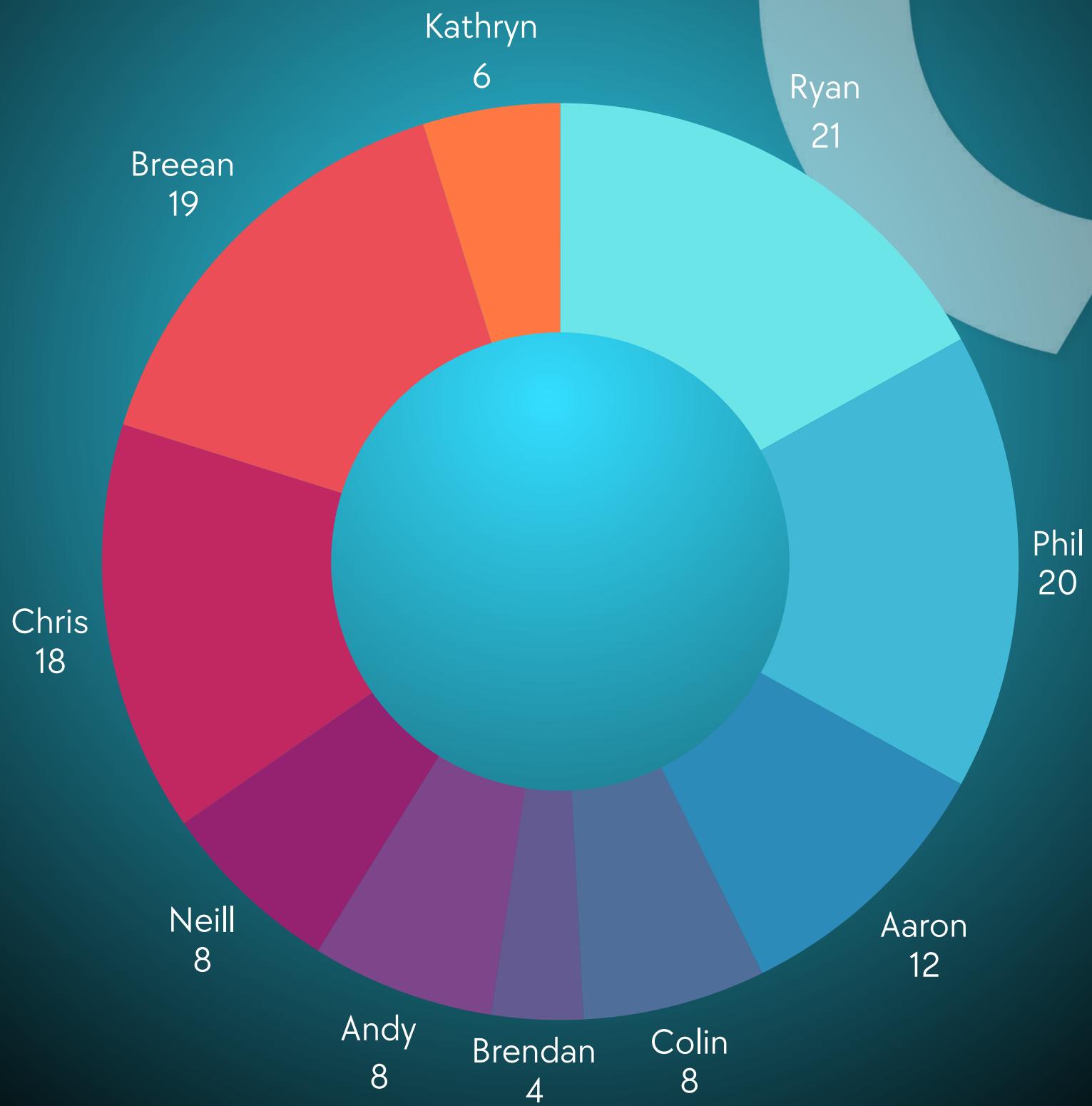
But recruitment is more than filling roles - it's about people. At Ocho, we're proud of the relationships we build and the culture we've created. From spontaneous team lunches and Friday beers to whiskey nights and our annual Ocho Film Fest, we celebrate the lighter side of working life. Our events bring clients, candidates and our own team together, reminding us that recruitment should be fun, human, and meaningful.

Whether you're hiring, job hunting, or just exploring what's out there, Ocho brings energy, expertise, and a personal touch to every conversation. Let's build something brilliant together.

Click on the image to hear the Ocho Origin Story.



# NI's Most Experienced IT Recruitment Team - with 124 years of combined experience





At Ocho, we believe work should be more than just business - it should be about community, connection, and a bit of craic along the way.

From spontaneous after-work drinks to fully-fledged events, we love bringing people together. Our calendar is packed with memorable moments, including:

 The Ocho Film Fest - A night of cinema, snacks and networking where our clients, candidates and team vote on and screen an iconic film together.

 Ocho Whiskey Night - A relaxed evening of top-shelf tastings, industry chat and good company in some of Belfast's cosiest spots.

 The Ocho Peak with a Purpose - Coming soon! The Ocho team and friends will be taking on the Mourne Mountains to raise money for the Alzheimer's Society. We will head for a well deserved BBQ afterwards!

These events are more than just fun - they help us build genuine relationships, create shared experiences, and remind us why people are at the heart of what we do.

There's always something in the pipeline at Ocho, and you're always welcome.

# The Events You Won't Want to Miss



Ocho is a specialist technology recruitment company that's built on relationships, not transactions.

From our home base in Belfast, we connect high-performing tech professionals with companies across the UK, Ireland, and Europe - whether they're scaling a product team, hiring their first engineer, or building out a new site overseas.

From strategic hires to full team builds, we offer hands-on support tailored to your business, your tech stack, and your hiring goals.

## What We Offer

- End-to-end recruitment solutions - From scoping roles to final offer, we handle the process smoothly and professionally.
- Access to engaged, top-tier talent - Many of our candidates come through trusted referrals and long-standing networks.
- Embedded and retained models - Flexible support when you need it, including fully embedded talent solutions for scaling teams.
- Market insight and salary benchmarking - Helping you make informed hiring decisions backed by real data.



Now for the real question....

## What Makes Ocho Different?

We're not a big agency chasing numbers. We're a close-knit, knowledgeable team who care deeply about who we work with and how we work.

That means:

- **Honest conversations** - not sales pitches
- **Quality over quantity** - in everything we do
- **Real relationships** - with both clients and candidates
- **A genuine investment** - in long-term success
- **We don't just fill roles** - we help shape careers, grow companies, and build communities.

That's why people come back to Ocho, time and again.





OCHO  
BUILDING TEAMS

## SALARY SURVEY 2025

[www.ochopeople.com](http://www.ochopeople.com) | 02890 991828



# Contents

Introduction

How the Tech Industry is looking in 2025

Permanent roles

Software Engineering

Software Management

Software Testing

Machine Learning, AI & Data

Infrastructure & Support

Cybersecurity

DevOps & Cloud Engineering

Project & Product Management

Contract roles

Benefits Packages

Conclusion



# INTRODUCTION

At Ocho People, we recognise that in today's competitive job market, staying informed about salary trends is essential for both employers and job seekers. With a strong focus on the technology and IT sectors, our Ocho People 2025 Salary Survey provides comprehensive insights into current compensation benchmarks across various industries.

This survey is designed to help businesses attract and retain top talent by offering fair and competitive salary packages while enabling professionals to make well-informed career decisions. By analysing key market trends, skill demand, geographical influences, and emerging industry shifts, we aim to offer a data-driven perspective on the evolving compensation landscape.

Our findings empower employers to refine their hiring strategies and salary structures, ensuring they remain attractive to in-demand professionals. At the same time, job seekers can leverage this information to negotiate better salaries, assess their market value, and plan their next career move with confidence.

Whether you're an employer looking to secure the best talent or a professional aiming for career growth, the Ocho People 2025 Salary Survey is your go-to resource for navigating the ever-changing job market.



# HOW THE TECH INDUSTRY IS LOOKING IN 2025

Despite ongoing political uncertainty and global economic challenges, the technology sector in the UK and Ireland has remained resilient and competitive in 2025. The rapid post-COVID hiring surge of previous years gave way to a period of recalibration in 2024, with some companies streamlining operations, adjusting hiring strategies, and focusing on long-term sustainability. However, demand for skilled tech professionals has remained strong, highlighting the industry's adaptability and continued importance across multiple sectors.

Job seekers have increasingly prioritised stability, comprehensive benefits, and career security, while salaries have remained largely steady. Digital transformation remains a key focus for businesses, with companies investing in automation, AI, and cloud computing to drive efficiency and innovation. As organisations continue to seek competitive advantages, emerging technologies and data-driven decision-making are shaping the next wave of industry growth.

The UK and Ireland's tech ecosystem continues to thrive, supported by a strong network of companies, accelerators, and investment in innovation. Northern Ireland, in particular, has reinforced its reputation as a hub for cutting-edge technology and talent. Additionally, businesses have maintained a focus on diversity and inclusion, with increased efforts to address gender imbalances and expand funding for female-led startups. As the sector evolves, a commitment to fostering a dynamic, inclusive, and forward-thinking workforce will be key to sustaining long-term growth.



# PERMANENT ROLES SOFTWARE ENGINEERING



The software engineering market in the UK and Ireland remains highly competitive, with demand outpacing supply. Driven by digital transformation, hiring is strong across fintech, SaaS, AI, and cybersecurity. Companies are expanding beyond London and Dublin to regional hubs like Belfast, Manchester, and Cork to access talent at more sustainable salary levels. Remote and hybrid work has broadened opportunities while intensifying the competition for talent. Salaries remain robust, especially for mid- to senior-level engineers.

Six-figure salaries are common in London and Dublin, with regional markets offering strong compensation and lower living costs. Startups and VC-backed scale-ups are pushing pay upwards, often adding equity and bonuses. Contract roles remain lucrative, especially in cloud, DevOps, AI, and blockchain.

Looking ahead, demand will stay high in areas like AI, cybersecurity, and cloud infrastructure. As regulations evolve, engineers with security and compliance expertise will be increasingly sought after. Employers offering competitive pay, flexibility, and engaging technical work will be best placed to attract and retain top software engineering talent.

Click the image for Ryan's thoughts on the market for Python Developers and Data roles



Click the image for Brendan's thoughts on the market for the JavaScript and Front-End and Back-End Developers



Junior

Mid-Level

Senior

Principal

.NET Developer

£28-35,000

£35-50,000

£50-75,000

£75-95,000

C++ Developer

£28-35,000

£35-55,000

£55-80,000

£75-100,000

Golang Developer

£28-40,000

£40-55,000

£55-80,000

£80-110,000

Java Developer

£28-40,000

£40-55,000

£55-80,000

£80-110,000

JavaScript Developer

£28-38,000

£35-50,000

£50-70,000

£70-110,000

KDB Developer

£25-35,000

£35-55,000

£55-80,000

£80-110,000

Python Developer

£28-40,000

£40-55,000

£55-80,000

£75-100,000



# SOFTWARE MANAGEMENT



The software management market in the UK and Ireland remains fast-moving, with strong demand for leaders who can drive digital transformation, scale engineering teams, and deliver complex projects. As investment continues in cloud, AI, and cybersecurity, businesses seek managers who align technical delivery with strategic goals—particularly in hybrid and remote environments that require collaborative, distributed leadership.

Salaries are competitive, especially in London and Dublin, where six-figure packages are standard for engineering managers and rise at director and VP levels. Regional cities like Belfast, Manchester, and Cork offer strong compensation and career progression, often with lower living costs. Senior roles frequently include equity and performance-based incentives, while contract positions command high day rates due to demand for interim tech leadership.

Looking ahead, demand will remain high for software managers skilled in AI development, security, and global team scaling. Companies that offer compelling leadership roles, technical challenges, and flexible working will stand out in attracting top talent.

Click the image for Phil's thoughts on the Executive Level Market



Director of Engineering

£100,000 - £140,000

Engineering Manager

£75,000 - £85,000

Senior Engineering Manager

£85,000 - £100,000

VP of Engineering

£120,000 - £200,000

Software Architect

£90,000 - £120,000

Site Lead

£100,000 - £180,000

CTO

£85,000 - £125,000

CEO

£100,000 - £220,000



# SOFTWARE TESTING



Software testing in the UK and Ireland is evolving rapidly, with growing demand for skilled QA professionals in complex digital environments.

Agile and DevOps adoption has boosted the need for automation testers, SDETs, and performance testing experts—particularly in sectors like fintech, healthcare, and cybersecurity. Testers with expertise in automation frameworks, CI/CD, and performance analysis are especially sought after.

Salaries reflect the shift toward automation.

Automation testers and SDETs often earn more than manual testers, with experienced professionals in London and Dublin earning salaries on par with developers. Regional markets like Belfast and Manchester offer strong pay with lower living costs. Contract roles remain lucrative, particularly in test automation, performance, and security testing. Looking ahead, testing will play an even greater role in digital delivery.

AI-driven QA, security-focused testing, and full lifecycle involvement are on the rise. Testers who can drive automation and ensure quality at speed are well placed for growth. Employers offering tech exposure, training, and flexibility will be best positioned to attract top QA talent.

Click the image to see what Neill has to say about the market



Junior

Mid-Level

Senior

Principal

QA Automation Engineer

£30-38,000

£35-50,000

£50-75,000

£60-85,000

QA Engineer

£28-35,000

£32-40,000

£40-55,000

£55-70,000

SDET

£30-40,000

£35-50,000

£50-65,000

£65-88,000

Manager - QA

£50,000 - £85,000

Senior Manager - QA

£60,000 - £90,000

Head of QA

£80,000 - £98,000

Director - QA

£85,000 - £110,000



# MACHINE LEARNING, AI AND DATA



Demand for AI, machine learning, and data professionals in the UK and Ireland continues to grow as businesses accelerate automation and data-driven decision-making.

Sectors like fintech, healthcare, retail, and cybersecurity are investing in AI solutions, driving need for data scientists, ML engineers, and AI researchers. Expertise in generative AI, NLP, predictive analytics, and MLOps is especially sought after, alongside a focus on ethical and scalable implementation.

Salaries are highly competitive, particularly in London and Dublin, where senior roles often exceed six figures. Regional hubs like Belfast, Manchester, and Cork also offer strong pay with lower living costs. Contract demand is rising for specialists in AI optimisation, real-time data processing, and cloud-based analytics. Skills in Python, TensorFlow, and cloud platforms remain essential.

Looking ahead, AI and data roles will become even more critical.

With growing regulatory focus on ethics and privacy, professionals who can innovate while ensuring compliance will be in high demand. Emerging trends like edge computing, federated learning, and AI-driven cybersecurity will further shape the market. Employers offering advanced projects, large datasets, and strong development opportunities will attract top talent.

Junior

Mid-Level

Senior

Principal

Data Analyst

£25-35,000

£35-45,000

£45-55,000

£60-75,000

Data Engineer

£30-45,000

£40-60,000

£55-75,000

£75-95,000

Data Scientist

£30-40,000

£40-70,000

£60-90,000

£80-110,000

Database Administrator

£25-32,000

£35-50,000

£45-65,000

£65-80,000

ML/ AI Engineer

£30-50,000

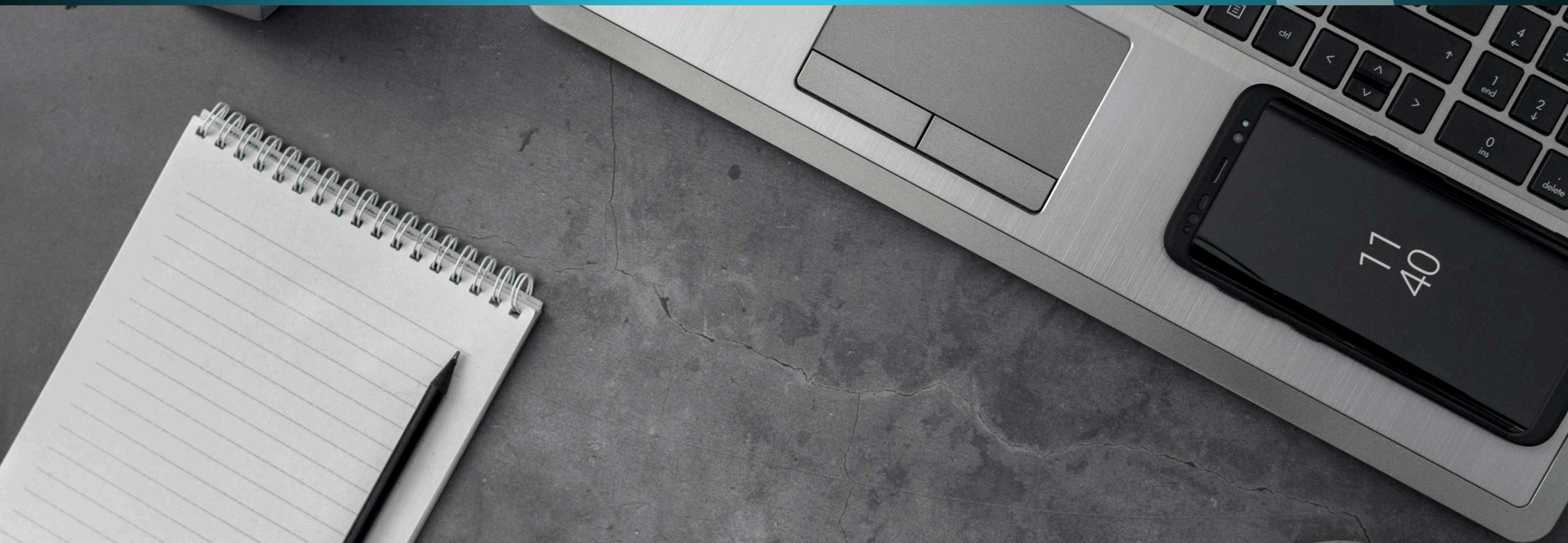
£50-70,000

£65-85,000

£75-110,000



# INFRASTRUCTURE & SUPPORT



IT infrastructure and support remain essential to business operations across the UK and Ireland, with demand growing for resilient, scalable, and secure systems.

As cloud adoption, cybersecurity, and hybrid work expand, companies need infrastructure engineers, network specialists, and IT support professionals to manage complex, evolving environments. Skills in cloud platforms, virtualisation, automation, and endpoint security are especially sought after.

Salaries are competitive, particularly for cloud engineers and cybersecurity specialists.

Senior roles in London and Dublin can reach six figures, while regional centres like Belfast, Manchester, and Cork offer strong pay and career growth. Contract roles remain attractive, particularly for those with experience in cloud migration, ITSM, and security frameworks. Certifications in AWS, Azure, Cisco, and ITIL often boost earning potential. The sector is evolving rapidly, with a focus on automation, zero-trust models, and AI-driven operations.

Remote work and rising cyber threats are driving demand for professionals skilled in cloud security, IAM, and IT automation. Employers offering continuous learning, tech exposure, and flexible work options will have the edge in attracting top talent.

Click the image to see what Chris has to say with a market update



	Junior	Mid-Level	Senior	Principal
Application Support Analyst	£28-32,000	£32-45,000	£45-65,000	£60-85,000
Infrastructure Engineer	£25-35,000	£35-50,000	£45-75,000	£60-90,000
Network Engineer	£25-35,000	£35-45,000	£50-70,000	£60-80,000
Service Desk Analyst				
1st Line Support	£22,000 - £28,000			
2nd Line Support	£26,000 - £35,000			
3rd Line Support	£35,000 - £45,000			



# CYBERSECURITY



The UK and Ireland's cybersecurity market remains one of the fastest-growing areas in IT, fuelled by rising cyber threats and the shift to cloud-first and remote working models.

Businesses across sectors like finance, healthcare, and government are investing in talent to protect sensitive data, meet regulatory requirements (e.g. GDPR, NIS2), and guard against risks such as ransomware, phishing, and cloud vulnerabilities. Demand is high for professionals skilled in threat intelligence, incident response, IAM, and network security—especially as AI-driven attacks and regulatory pressures increase.

Salaries are highly competitive, reflecting both the demand and ongoing skills shortage.

Security engineers, penetration testers, and cloud security specialists command top pay, particularly in London and Dublin. Senior roles like CISOs and security architects regularly exceed six figures, with added incentives. Regional hubs such as Belfast, Manchester, and Cork also offer strong salaries and lower living costs. Contract demand remains high for compliance experts, pen testers, and incident responders.

Looking ahead, cybersecurity is only set to grow in complexity.

Organisations will need professionals to implement zero-trust models, manage AI-enhanced risks, and stay ahead of evolving regulations. Employers offering flexible work, upskilling, and access to the latest tools will be best placed to secure top talent in this critical and fast-moving field.

Click the image to see what Andy Harrison has to say about the market in 2025



Application Security Engineer

£35,000 - £80,000

CISO

£60,000 - £160,000

Gov, Risk & Compliance

£28,000 - £75,000

Penetration Tester

£35,000 - £90,000

Security Architecture

£70,000 - £120,000

Security Engineer

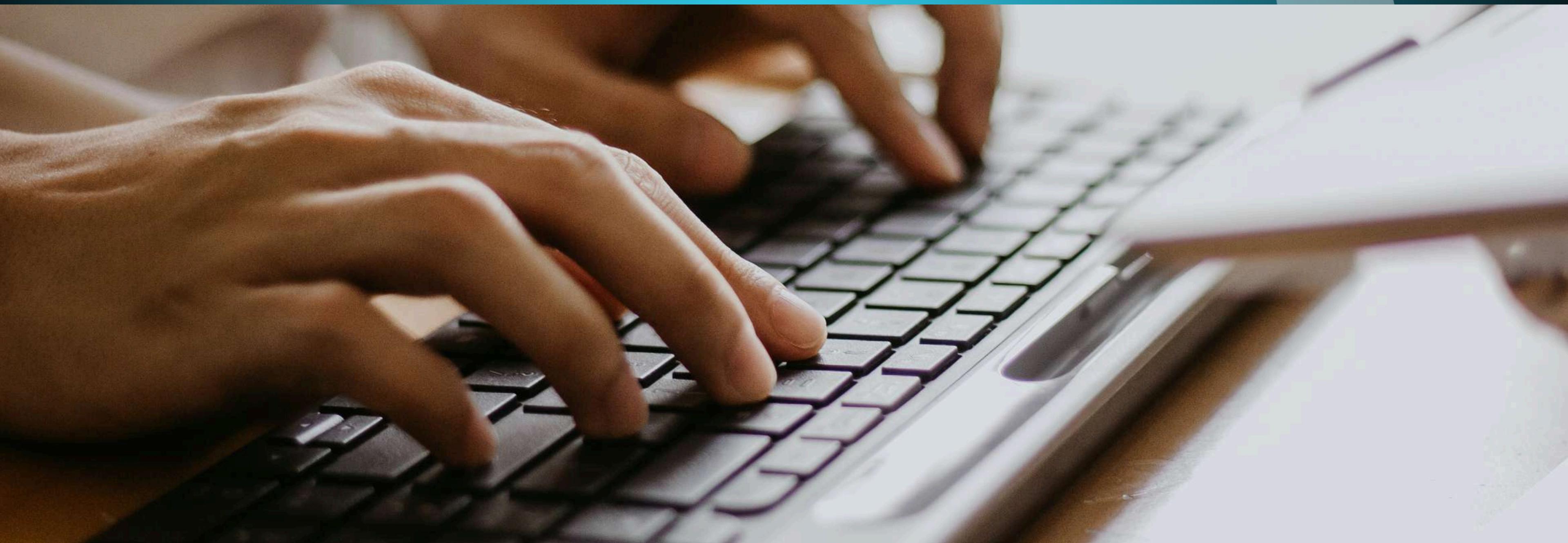
£30,000 - £80,000

Security Operations Analyst

£32,000 - £50,000



# DEVOPS AND CLOUD ENGINEERING



The DevOps and Cloud Engineering market in the UK and Ireland continues to thrive as businesses prioritise automation, scalability, and resilience in their IT operations. With the widespread adoption of cloud-native technologies, organisations are investing in DevOps engineers, cloud engineers, and site reliability engineers (SREs) to optimise infrastructure, streamline development pipelines, and enhance system performance. The shift towards hybrid and multi-cloud strategies has increased demand for professionals skilled in AWS, Azure, and Google Cloud, as well as Infrastructure as Code (IaC) tools such as Terraform, CloudFormation, and Ansible. As businesses modernise their infrastructure, expertise in containerisation, Kubernetes, and cloud security has become essential.

Salaries for DevOps and Cloud Engineers remain highly competitive, particularly for those with expertise in automation, cloud security, and platform engineering. In London and Dublin, senior engineers and cloud architects frequently earn six-figure salaries, while regional hubs like Belfast, Manchester, and Cork offer strong compensation with additional benefits such as equity or remote work flexibility. Contract roles in DevOps and cloud engineering are particularly lucrative, with daily rates reflecting the demand for specialists in cloud migrations, high-availability system design, and CI/CD automation. Certifications from AWS, Azure, and Google Cloud, as well as experience in cost optimisation, observability, and DevSecOps, are key differentiators in salary negotiations.

Looking ahead, DevOps and Cloud Engineering roles will continue to evolve as businesses adopt AI-driven automation, FinOps for cloud cost management, and advanced security practices such as zero-trust architectures. The increasing integration of AI and machine learning into cloud operations will create demand for engineers who can manage AI-powered observability, self-healing infrastructure, and automated incident response. As competition for top talent remains fierce, companies that offer cutting-edge technologies, flexible work environments, and strong professional development opportunities will be best positioned to attract and retain skilled DevOps and cloud engineering professionals in this rapidly advancing field.

Cloud Administrator

£40,000 - £60,000

Cloud Architect

£65,000 - £90,000

Cloud Engineer

£50,000 - £75,000

Cloud Infrastructure Engineer

£50,000 - £75,000

Cloud Security Engineer

£55,000 - £75,000

MLOps

£55,000 - £120,000

Junior

Mid-Level

Senior

Principal

Cloud Platform Engineer

£30-40,000

£40-60,000

£60-85,000

£75-120,000

DevOps Engineer

£30-40,000

£40-60,000

£60-80,000

£75-120,000

Release Engineer

£30-40,000

£40-60,000

£60-75,000

£75-110,000

SRE

£30-40,000

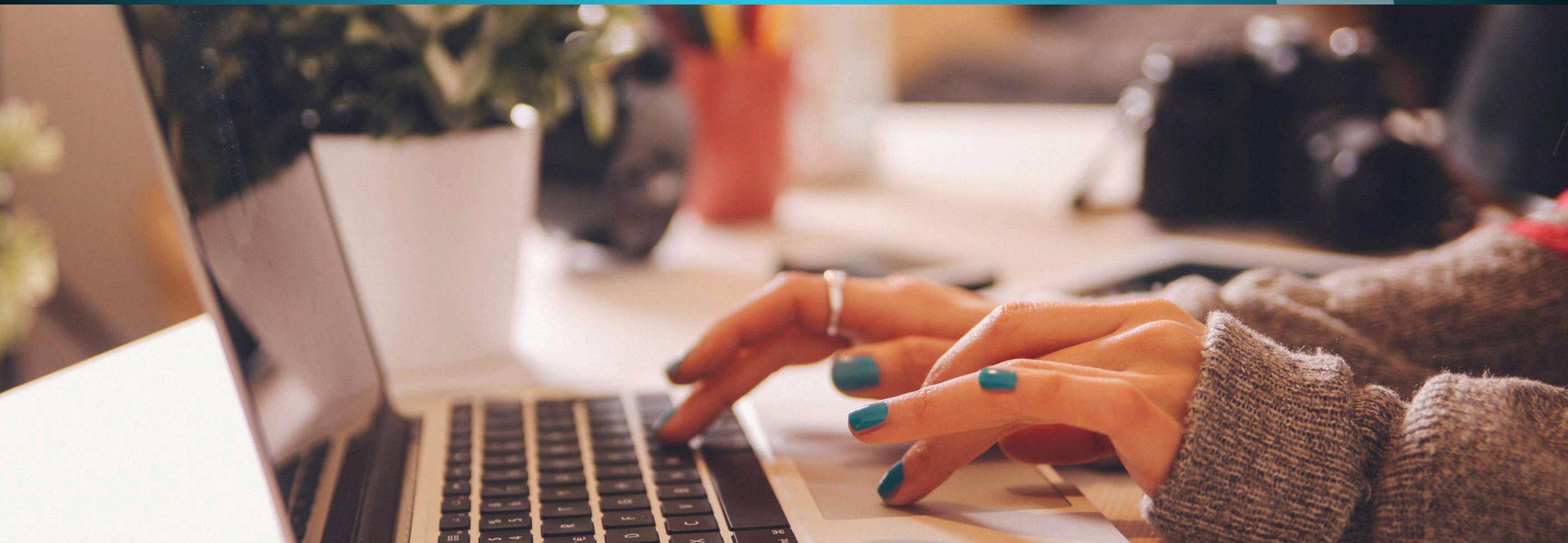
£40-60,000

£60-75,000

£75-110,000



# PROJECT & PRODUCT MANAGEMENT



Project and Product Management remain vital to business success in the UK and Ireland, with strong demand across sectors for professionals who can lead complex initiatives and deliver value.

Organisations—from startups to multinationals—are seeking experts skilled in agile methodologies, cross-functional leadership, and aligning delivery with business goals. The need is especially high for product managers with SaaS, fintech, and digital transformation experience.

Salaries are competitive, particularly in London and Dublin, where senior roles often exceed six figures.

Regional hubs like Belfast, Manchester, and Cork also offer attractive packages, boosted by lower living costs. Professionals with agile expertise (e.g. Scrum, Kanban) and certifications like PMP, Prince2, or SAFe are in high demand. Contract roles are lucrative, especially for those driving major transformation or product launches.

Looking ahead, the role of project and product managers will only grow in importance.

With increasing focus on AI, cloud, and digital innovation, businesses need managers who can connect tech teams and stakeholders while navigating remote or hybrid environments. Those who are adaptable, tech-savvy, and customer-focused will be best placed to thrive. Employers offering flexibility, clear progression, and impactful work will attract top talent.

Click the image to see what Colin has to say on the market in 2025



Director of Product

£90,000 - £120,000

Head of Product

£85,000 - £105,000

Product Manager

£55,000 - £80,000

Product Owner

£40,000 - £68,000

Senior Product Manager

£70,000 - £100,000

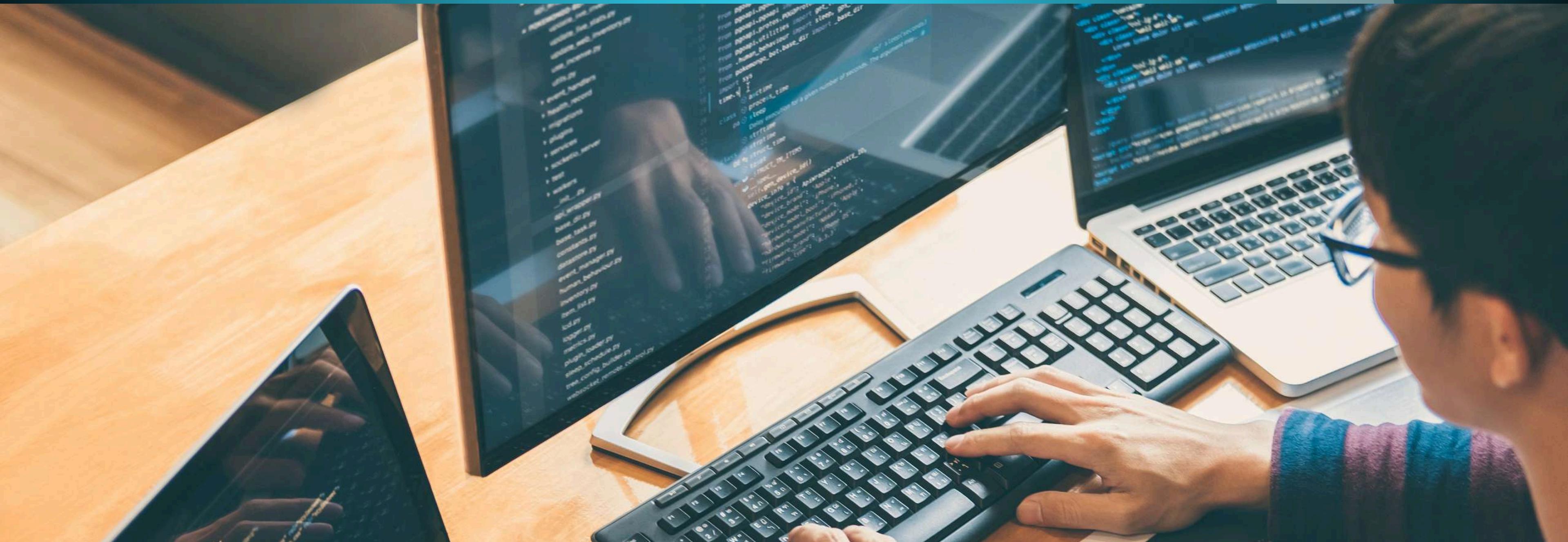
VP of Product

£110,000 - £150,000



# CONTRACT ROLES

\*All Contract Rates are outside IR35, please get in touch for inside IR35 Contract Rates\*



The IT contractor market in the UK and Ireland is undergoing significant transformation in 2025, driven by rapid technological change and evolving business priorities. Demand for experienced contractors remains strong, particularly in areas such as cloud computing, cybersecurity, artificial intelligence, and data analytics. Organisations across key sectors—especially finance, healthcare, and government—are increasingly turning to contractors to support digital transformation and address critical skills shortages.

Specialist expertise is in particularly high demand. Contractors with niche skills in emerging technologies like machine learning, blockchain, and advanced cloud infrastructure are commanding premium rates. These professionals offer the flexibility businesses need to scale quickly, meet tight project timelines, and stay ahead in a competitive digital landscape.

Remote and hybrid working trends continue to benefit the contractor market, expanding opportunities for cross-border collaboration and enabling companies to access talent without geographic limitations.

However, the market also faces ongoing challenges. Regulatory changes, such as the continued rollout of IR35 reforms, are reshaping how contracts are managed and how contractors operate. Combined with broader economic uncertainty, including inflation and cautious investment, some businesses are adopting a more measured approach to contractor hiring.

Despite these headwinds, the contractor market remains resilient. IT contractors continue to play a crucial role in driving innovation, filling urgent skill gaps, and delivering high-impact projects across the UK and Ireland.

Click the image to see what Aaron has to say about the current market for Contractors



# Application Support

Application Support

£450 - £600

# Cybersecurity & Systems

Application Security Engineer

£600 - £850

CISO

£650 - £1000

Cloud Security

£525 - £750

GRC Analyst

£500 - £650

Penetration Tester

£500 - £660

Security Architect

£575 - £875

Security Engineer

£300 - £550

Security Operations Analyst

£525 - £850

## Network Engineering

Network Engineer

£450 - £600

## SRE, DevOps and MLOps

Site Reliability Engineer

£550 - £750

DevOps Engineer

£500 - £750

DevSecOps Engineer

£550 - £750

MLOps Engineer

£475 - £650

Platform Engineer

£500 - £750

## Testing

QA Automation Engineer

£490 - £650

QA Engineer

£400 - £550

# Engineering

C# Developer

£450 - £750

C++ Developer

£500 - £850

Java Developer

£450 - £750

JavaScript Developer

£450 - £750

KDB Engineer

£600 - £1200

Python Developer

£500 - £850

# Support Roles

1st Line Support

£170 - £300

2nd Line Support

£200 - £375

3rd Line Support

£350 - 550

Infrastructure Engineer

£300 - £450

Support Engineer

£250 - £450

## Change and Transformation

Implementation Consultant

£500 - £750

Product Management

£500 - £650

Product Owner

£500 - £650

Technical Business Analyst

£430 - £550

Technical Project Manager

£500 - £650

Management Consultant

£350 - £450

Programme Manager

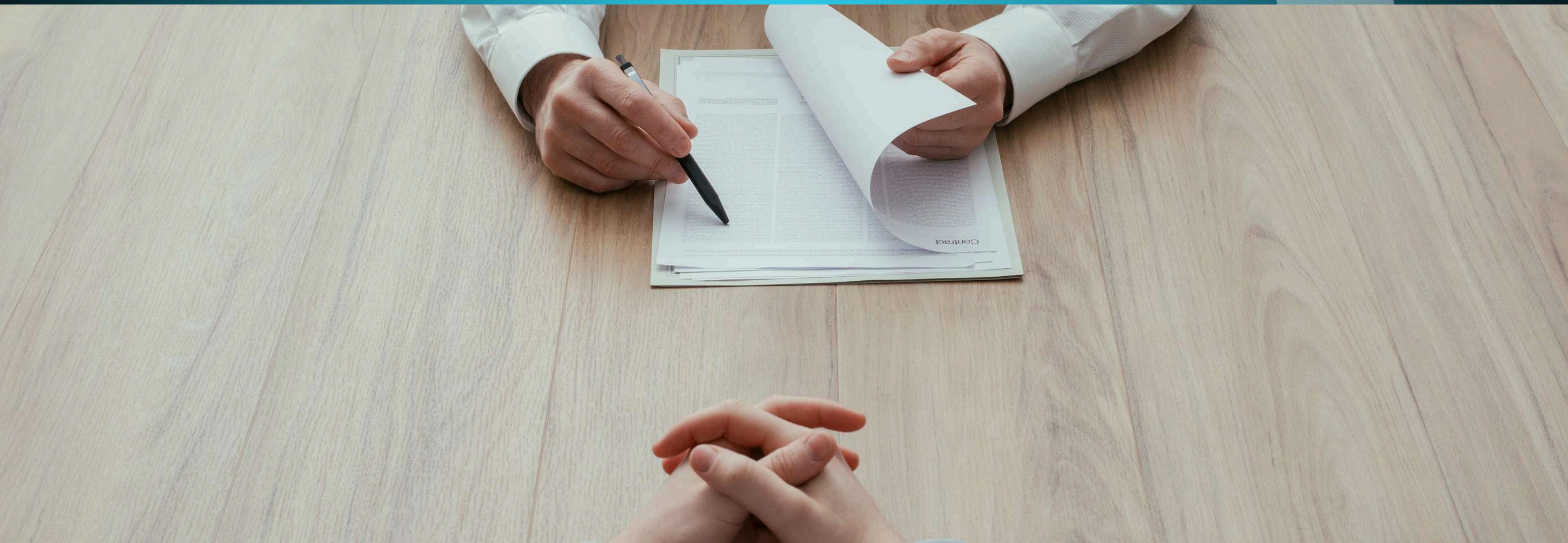
£550 - £730

Scrum Master/ Agile Coach

£550 - £730



# BENEFITS PACKAGES



Compensation is more than just a number—benefits play a huge role in attracting and retaining top talent. From enhanced holiday allowances to well-being support, today's workforce expects more than just a paycheck. One key insight? Regular salary reviews matter.

While many companies only assess pay during promotions, candidates ranked ongoing salary reviews as the most valued benefit—placing it above unlimited holidays and even enhanced pensions.

Understanding what employees truly want can set you apart in a competitive market. These insights can help you refine your approach and build a benefits package that keeps top talent engaged.

A strong benefits package isn't just a perk—it's a competitive advantage. Companies that adapt to employee expectations will attract and retain the best talent in a fast-moving market.

We have pulled together some of the most common benefits being offered by companies for employees in this section.

- Flexible & Remote Working – Hybrid or fully remote options, flexible hours, and “work from anywhere” schemes.
- Healthcare & Wellbeing – Private medical insurance, dental/optical cover, EAPs, and gym discounts.
- Pension Contributions – Employer contributions above the 3% minimum, often with salary sacrifice options.
- Bonuses & Profit-Sharing – Performance bonuses, stock options, and profit-sharing schemes.
- Learning & Development – Funded certifications, training budgets, and conference allowances.
- Annual Leave & Extra Time Off – 25–30 days leave, volunteer days, and paid sabbaticals.
- Tech & Home Office Support – Equipment budgets, home working support, and tech discounts.
- Parental & Family Support – Enhanced maternity/paternity leave, childcare support, and flexible hours.
- Social & Team Benefits – Team events, free office snacks, and employee recognition programmes.
- Commuter & Travel Support – Cycle-to-work schemes, travel allowances, and subsidised transport.

# CONCLUSION

In conclusion, the UK and Ireland's tech recruitment market remains highly competitive, with organisations seeking skilled professionals across various sectors to drive innovation, efficiency, and digital transformation. As businesses continue to adapt to new technologies and evolving market demands, the need for specialised talent in software engineering, cloud, cybersecurity, DevOps, product and project management, and other key areas remains strong. Competitive salaries reflect the high level of expertise required in these fields, with companies offering not only attractive financial packages but also flexible working arrangements and opportunities for career growth.

For Ocho, understanding these market trends is crucial in ensuring that we continue to provide our clients with top-tier talent while supporting our candidates in securing roles that match their skills and aspirations. As we move forward, the tech landscape will undoubtedly continue to evolve, and Ocho remains committed to staying ahead of these changes, providing invaluable insights and recruitment services to both businesses and professionals in the industry.



**How to get in touch with us...**

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